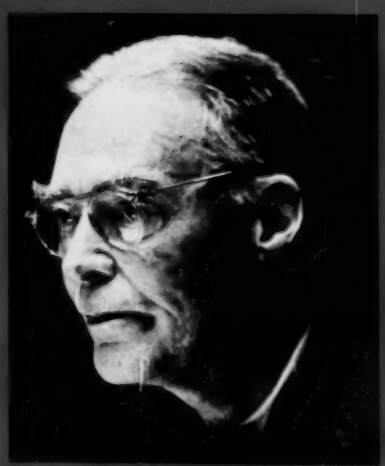
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 4, 1964

GATT

Kennedy Round starts



HERTER

BLUMENTHAL

McNEILL

ROTH

Business Bulletins *from around the world*

AFGHANISTAN—Afghan-Yugoslav trade, economic cooperation protocol signals possible Yugoslav financial aid, technical assistance for industrial projects such as tanning, leather goods, rubber footwear, plastic goods, electric equipment assembly plants. Technical assistance for small irrigation projects also promised.

ALGERIA—Japanese, Finnish economic delegations, composed of private businessmen, recently visited here to study economic, commercial developments, to determine the possibility of closer commercial relations.

BELGIUM—Construction of new air freight station at Brussels National Airport to be completed during 1965. Storage space will total 17,452 sq. yd.—10 times present capacity.

K.S.M. Products, Inc., Moorestown, N.J., and Dutch company establish plant in Brussels to manufacture welding, electric, electronic equipment.

CONGO (Leopoldville)—Bata Shoe Co. opens 66th plant in Elizabethville with daily capacity to produce 2000 pairs of plastic sandals, shoes. Company already established in Leopoldville, where sandals, shoes of rubber, leather are produced.

FRANCE—International Latex Corp. contracts with French firm under which latter will produce Latex's line of elastic undergarments for French market.

Pittsburgh Plate Glass Co. and French company found Allymer, near Paris, for joint manufacture of chemical products.

GHANA—Fishing industry complex to be built at Tema harbor area under recently-signed agreement with USSR. Contract calls for Soviet Government to construct fish canning factory with output of 20,000 cans per day, fish smoking plant with daily output of 6 tons of smoked fish, fish cookery shop to produce 1 ton of various products per day, fish meal and grease plant with output of up to 30 tons of raw products per day.

INDIA—Actual user imports of capital goods, industrial raw materials, components may be liberalized slightly during this fiscal year. Established importers' quotas for number of items would be reduced. High priority to be given importation of capital goods, fertilizers, pesticides, farm machinery.

IRAQ—Recently concluded trade agreement with United Arab Republic provides for export of $230,000 worth of dates to U.A.R. Iraq to import $784,000 worth of rice, tires, refrigerators, air conditioning units, cigarettes, textiles, clothing.

Government Purchasing Board to import 100,000 head of sheep, cattle to offset losses of own livestock due to severe winter.

MALAYSIA—Japan shows strong steady interest in Malaysian market; offering strong competition to U.S. here. Recent Japanese activity in Singapore, Malaysia, included sending 11-man trade delegation headed by President of Japan Foreign Trade Institute; establishment of Japanese detergent marketing company; survey trip by Managing Director of one of Japan's largest steelmakers and shipbuilders; announcement of Japanese camera company's increased sales of 50% in 1963.

MOROCCO—Government increases retail price of gasoline by 6.5 cents per gal., to about 60 cents per gal. for premium gasoline. Increase, estimated to bring in almost $6 million a year, expected to provide additional funds for Government's sugar subsidy. Price of diesel fuel used in almost all trucks, buses not affected.

NETHERLANDS—February imports totaled $569 million, 31% rise over same period 1963. Exports reached $445 million, 23% over like 1963 period.

Two textile plants, N.V. Wollenstoffenfabriek A. de Rooy and affiliated plant, Eindhovense Wollenstoffenfabriek Ewova N.V., closing because management expects decline in domestic, export sales.

NEW ZEALAND—Decimal currency unit which is to be introduced in 1967 will be termed dollars and cents; it will be equivalent to present £NZ 0 10s. 0d. (US$1.30). Its symbol will be $NZ. Australian decimal unit, to be introduced in 1966, is also to be called dollar.

SOMALI REPUBLIC—Subsidiary of Gorton's Fisheries of Massachusetts, Somali Fishing Co. to form joint enterprise for processing, marketing fresh, frozen fish.

SWITZERLAND—Danish producers now hold largest share of Swiss import market for poultry. Sales of U.S. poultry dropped 50% since 1961.

SYRIA—General Petroleum Authority announces discovery of new petroleum field of best grade of commercial oil in Jezirah. First well in new field yielded light oil accompanied by strong gas pressure. Full extent yet to be determined.

TANGANYIKA—International Finance Corporation, Commonwealth Development Corporation, Netherlands Overseas Finance Corporation agree to contribute additional $4.2 million to existing investment in Kilombero Sugar., Ltd., of Tanganyika. Funds to be used to expand company's sugar milling, refining capacity, provide additional working capital. Company expects to attain annual production of 35,313 tons of sugar, as against previously-budgeted production of 21,500 tons, by 1966-67 season.

THAILAND—Industrial Finance Corporation of Thailand (IFCT) announces drop in interest rate from 9 to 7½% on foreign currency loans of more than $24,000; 8% for loans of less than $24,000. Local currency loans to continue at 9%.

UNITED ARAB REPUBLIC—Sheraton International Hotels Co. signs contract for construction of two new hotels in Cairo. Nefertiti Sheraton to contain 600 rooms. Smaller hotel to have 300 rooms. Sheraton to manage hotels.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

Ambassador Christian Herter, the President's Special Representative for Trade Negotiations, and his two deputies, Ambassadors William M. Roth and W. Michael Blumenthal, must of necessity lean heavily on a staff of experts from other government agencies in the Kennedy Round negotiations. Heading the Commerce Department's advisors is the Deputy Assistant Secretary for Trade Policy, Robert L. McNeill, the Commerce Representative on the Trade Expansion Committee. An article by Allen H. Garland, Director of the Trade and Commerce Policy Division of the Office of Commercial and Financial Policy in the Bureau of International Commerce, starts on page 2.

International Commerce

Published by Bureau of International Commerce

May 4, 1964 Volume 70, Number 18

FEATURES

2 Kennedy Round opens in Geneva; success could bring upsurge in U.S., world trade; American officials prudently confident

7 There is still time for the U.S. businessman to enter market of land Down Under; Australia needs machinery and technology

26 Impatient gardener, businessman have much in common when they expect quick salad; seed firm discovers you have to be patient

27 Neil Hurley, in Tokyo, says geisha entertaining plays big role in Japanese commerce, learns that the girls read only financial pages

28 Businessmen at meeting in Cleveland sweat, banquet way through day-long conference, learn trade routes are 'paved with gold'

29 President's export coordinator calls upon Pittsburgh traders to complain more about obstacles in effort to lower barriers

WORLDWIDE BUSINESS OUTLOOK

30 Brazilian businessmen show more confidence after coup d'etat, inauguration of new president; pressing problems still exist, mainly over inflation

TRADE FAIRS AND CENTERS

33 Major transition taking place in United Kingdom as more houses to include central heating; London Trade Center schedules show in September

U.S. GOVERNMENT ACTIONS

35 Turkey to purchase selected commodities, equipment with help of $70 million loan from AID; all funds to be spent in U.S.; credit meets American pledge

FOREIGN GOVERNMENT ACTIONS

36 Japanese Government revises customs rates on over 100 items; measures, in effect since April 1, reflect changes in policy; temporary rates extended

38 India's import policy still restrictive, to benefit small-scale industry during 1964-65 fiscal year; export promotion highlighted; excise taxes raised

INVESTMENT OPPORTUNITIES

40 Trade exchange in Argentina seeks investor; Trinidad plans dry dock facilities; Ivory Coast need for nuts, bolts, screws suggests profitable venture

WORLD TRADE OPPORTUNITIES

42 Several countries open projects
43 Leads for exporters
45 Special trade leads
50 Leads for importers
51 International representation
52 New trade lists
52 Visiting buyers and officials
54 Construction projects

New Books and Reports, page 56

WORKING SESSION: A previous meeting of GATT, showing delegates in attendance at meeting at The Palais des Nations. Photo by "Steelways."

Kennedy Round opens

Success of Geneva negotiations could bring upsurge in U.S. and world trade

By ALLEN H. GARLAND
Bureau of International Commerce

The international trade negotiations envisaged by the late President Kennedy to implement the Trade Expansion Act of 1962, and which have become known as the "Kennedy Round," are scheduled to begin officially in Geneva May 4. The negotiations contemplated are the most comprehensive and complex in which the U.S. has engaged and if successfully concluded on the scale now in prospect, will surpass in importance all negotiations concluded at previous GATT conferences.

ALLEN H. GARLAND

Because the negotiations strike heavily at tariff levels and will involve other trade restrictions and nontariff trade barriers, they will be lengthy and difficult but U.S. officials are prudently confident that they will be successful.

On May 4 Ambassador Christian A. Herter, the President's Special Representative for Trade Negotiations, will meet with the Ministers of the participating countries in Geneva to open the negotiations. The Ministers will review the reports of the groups now working on plans for the negotiations and may establish procedures for exchanging information between countries so that negotiators can begin formal negotiating sessions in Geneva about mid September of this year.

Preparations for the negotiations began after adoption on May 21, 1963 of the resolution on trade negotiations by the Ministers of the GATT countries. That resolution stated the principles and procedures under which the negotiations would be conducted and work began in June 1963 on the large scale economic and statistical research to develop negotiating plans and rules. At the present stage it is fairly certain that sufficient progress has been made in defining problem areas and developing negotiating rules to permit the Ministers to open the conference.

The problems that must be dealt with before serious bargaining begins may be understood from the eight principles agreed on in the Ministerial Resolution of May 1963. (See accompanying box.)

After agreement on principles the Ministers established the Trade Negotiations Committee which consists of representatives of countries participating in the negotiations. As of the moment 38 countries of the 62 members of GATT have indicated their desire to participate in the negotiations and are therefore mem-

bers of the TNC. The TNC established 4 subcommittees to develop formulas and agreements to carry out the principles. One subcommittee was established to develop a tariff negotiation plan which includes the issue of tariff disparities; another was established to handle the problems in agriculture; a third subcommittee was set up to handle non-tariff barriers and a fourth to take up participation in the negotiations by less developed countries.

In setting up the TNC the Ministers agreed that general arrangements might be required for some agricultural commodities and the Special GATT Groups on Cereals and Meats were instructed to continue their work in the context of the negotiations. The Ministers also established a special group on dairy products to consider general arrangements.

Preparatory work

The preparatory work conducted over the last eleven months has dealt largely with the issues of tariff disparities and the treatment of agriculture. The Subcommittee on The Tariff Plan quickly agreed to a working hypothesis of a linear reduction of 50% (the word "linear" refers to each rate line in a country's tariff—thus every rate would be reduced by half). The Subcommittee has agreed that exceptions should be permitted only when there are overriding national interests involved, be held to a bare minimum and be subject to confrontation and justification. Some developed countries, such as Canada, Australia, and New Zealand, agreed to participate but on less than a linear basis maintaining their economies and stage of development did not permit an across the board reduction of 50%.

The Subcommittee then moved to the issue of tariff disparities and has spent many months narrowing differences. The tariff disparity issue, which was made a part of the negotiations on the insistence of the Common Market, concerns the level of tariffs in different countries. The 6 Common Market countries, having averaged out their tariffs in adoption of their Common External Tariff, maintain their tariff level is mostly between 10 and 20% with few high and low rates. Other countries, particularly the U.S. and the UK, still have the "peaks and troughs" in their tariffs with the peaks resulting from either a maintenance of a high level of protection or merely a failure to reduce rates. Nevertheless the average incidence of the U.S. tariff and the Common External Tariff is about the same, the U.S. merely having more low and high rates.

The Common Market position has been that after a linear reduction of 50% it would not have any bargaining power remaining to bring down U.S. and UK rates that remained at high levels. To handle the issue of high tariffs the Subcommittee initially considered a proposal that any rate above 30% and at least 10 points above a rate of another country be considered a tariff disparity. It was proposed that in a case where the U.S. or UK rate was above 30% and the EEC rate was at least 10 points lower, the U.S. or UK would reduce their rates by 50% and the EEC would reduce its corresponding rate by a lesser percentage. The same privilege would be available to the U.S. and the UK in regard to each other's rates as well as the EEC tariffs. Much consideration was given this proposal and the Subcommittee reported that the formula might be investigated further provided it was accompanied by additional criteria, one of which would protect the interests of innocent third parties.

2:1:10 formula

The EEC rejected all but two of the proposed criteria however, and in December of 1963 came forward with a new formula which has become known as the 2:1:10 formula. This proposes that a tariff disparity exists when a rate on a product in one country is twice as high and at least 10 percentage points above the rate on the same product in another country. The EEC then proposes that the high rate country reduce by 50% with the low rate country reducing by a sliding scale averaging in the aggregate to a reduction of 25%.

This formula did not reduce significantly the total number of disparity claims the EEC could make against the U.S. and the UK. It did increase the number of disparities claims the U.S. and the UK could invoke against the EEC. However, the basic problem existing under the 30:10 rule remained under the 2:1:10 formula, that is, that third countries and not the country with the high rate usually suffer a serious disadvantage in cases where such a disparity rule might be invoked.

As an example, out of 5,000 rates in the U.S. tariff about 900 are high enough to fit the 2:1:10 formula in comparison with the EEC tariff. This number is reduced to approximately 700 by an agreement to adopt two criteria: (1) a country not producing a product could not invoke the disparity rule on that product; and (2) that a country with negligible imports (usually 25 to 50 thousand dollars per year) would not be able to invoke the disparity rule. In the 700

The 8 principles

The problems that must be dealt with by the Trade Negotiating Committee before serious bargaining begins may be better understood from the eight principles agreed on in the Ministerial Resolution of May 1963. These were briefly:

- **That a significant liberalization of world trade is desirable, and therefore comprehensive trade negotiations conducted on an MFN basis and on the principle of reciprocity would begin in Geneva on May 4, with participation of as many countries as possible;**
- **That the negotiations would cover all types of products;**
- **That negotiations would deal with non-tariff barriers as well as tariffs;**
- **That the negotiations would be based on a plan of substantial and equal linear reductions with a bare minimum of exceptions which would be subject to confrontation and justification. Where significant tariff disparities exist in national tariff levels the reductions will be based on special rules of general and automatic application. In this regard the Ministers agreed that "significant" in respect to tariff disparities meant "meaningful in trade terms";**
- **That the negotiations must result in a balance of advantages between each country and all other participating countries, and each country would therefore be free to request additional trade concessions or to modify their offers to achieve a balance;**
- **It was recognized a problem of reciprocity could arise between countries with very low tariffs and those with high tariffs;**
- **That the negotiations would provide acceptable conditions of access to markets for agricultural products;**
- **That every effort would be made to reduce barriers to the exports of less developed countries and that developed countries would not expect full reciprocity from the less developed countries.**

THE PALAIS DES NATIONS: Delegates to the GATT meeting assemble in the former palace of the League of Nations in Geneva. Photo: Steelways Magazine, published by American Iron and Steel Institute.

items remaining the U.S. is generally not a significant exporter and therefore has a very limited interest in the tariff level of the Common Market on the items in question. However, Switzerland, Sweden, and other European countries do have a vital interest in the EEC tariff levels on these items and they are unwilling to agree to a rule which permits the EEC to reduce by less than 50% on important trade items for them while they would be reducing 50% on all items in their tariff in which the EEC has a heavy interest.

The obvious result of such a formula would be a pulling back of concessions by the third countries affected by the disparity rule when applied by the EEC against the U.S. and the UK. This in turn would affect concessions the U.S. and the UK might expect to gain in Switzerland and Sweden and thus a snowballing prospect arises which could reduce the scope and extent of tariff negotiations.

U.S. counter proposals

To resolve this difference the United States made counter proposals in late February suggesting (1) adoption of a 40:10 rule (i.e. same principle as the 30:10 rule) with the two criteria to which the EEC has already agreed, or (2) the 2:1:10 formula with two additional criteria, one handling the third country problem and the second exempting from the disparity rule items with high rates which do not hinder the flow of trade. The EEC has been unresponsive to the U.S. proposal.

At this stage it is assumed that the invocation of a tariff disparity rule will be restricted to those countries participating in the linear reduction. It has also been proposed that all countries participating in the linear reduction may invoke the disparity rule against a "key" country, i.e., the U.S., the EEC, and the UK and that key countries could invoke the rule only among themselves.

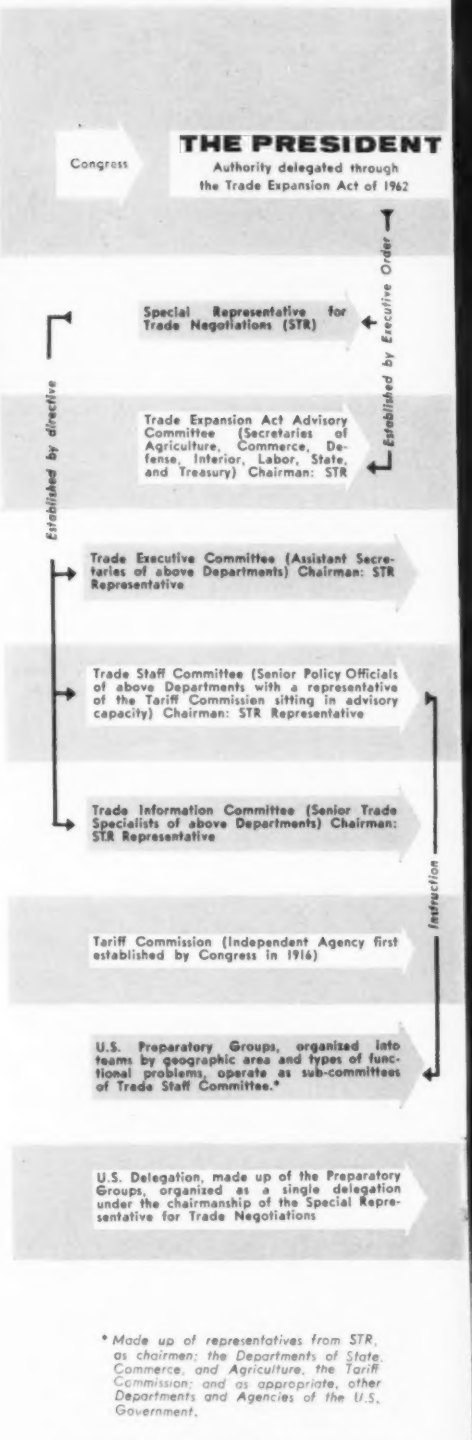
Narrow differences

The very wide and seemingly insoluble differences in the area of tariff disparities existing last June have therefore

the author

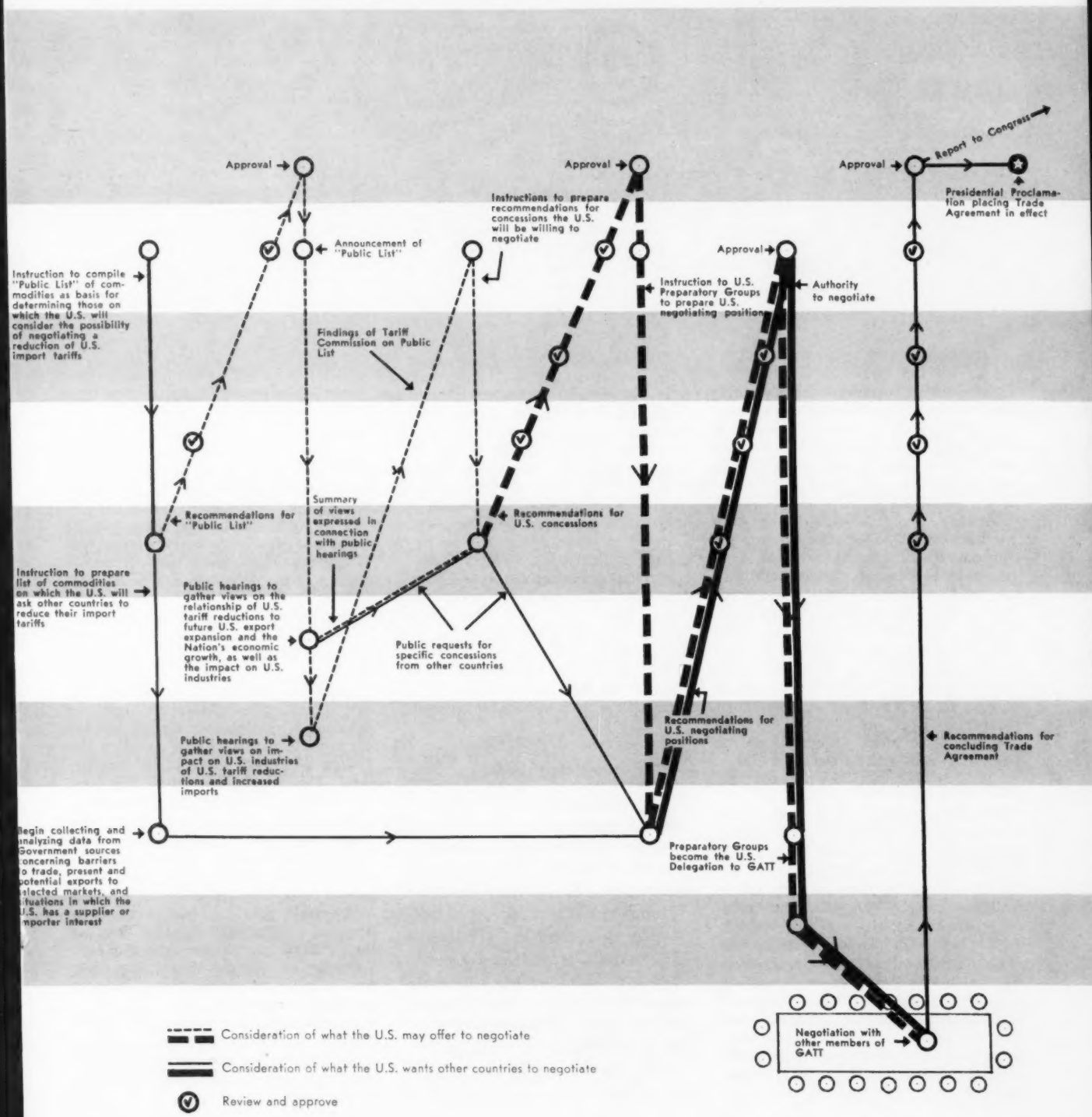
Mr. Garland, who is the Department of Commerce member on the Inter-Agency Trade Staff Committee includes in his conference work:
The GATT Tariff Conference, Torquay, England, 1950-1951
GATT Tariff Conference, Geneva, Switzerland, 1956
GATT Tariff Conference, Geneva, Switzerland, 1961-62 and a member of a number of Delegations to special meetings in Geneva and to Tariff Negotiations with Greece in Athens, 1961.

Plans and


Congress
THE PRESIDENT
Authority delegated through the Trade Expansion Act of 1962
Established by Executive Order
Special Representative for Trade Negotiations (STR)
Established by directive
Trade Expansion Act Advisory Committee (Secretaries of Agriculture, Commerce, Defense, Interior, Labor, State, and Treasury) Chairman: STR
Trade Executive Committee (Assistant Secretaries of above Departments) Chairman: STR Representative
Trade Staff Committee (Senior Policy Officials of above Departments with a representative of the Tariff Commission sitting in advisory capacity) Chairman: STR Representative
Trade Information Committee (Senior Trade Specialists of above Departments) Chairman: STR Representative
Instruction
Tariff Commission (Independent Agency first established by Congress in 1916)
U.S. Preparatory Groups, organized into teams by geographic area and types of functional problems, operate as sub-committees of Trade Staff Committee.*
U.S. Delegation, made up of the Preparatory Groups, organized as a single delegation under the chairmanship of the Special Representative for Trade Negotiations

* Made up of representatives from STR, as chairman; the Departments of State, Commerce, and Agriculture, the Tariff Commission; and as appropriate, other Departments and Agencies of the U.S. Government.

preparations for the Kennedy Round


Approval
Approval
Approval
Report to Congress
Presidential Proclamation placing Trade Agreement in effect
Instructions to prepare recommendations for concessions the U.S. will be willing to negotiate
Announcement of "Public List"
Approval
Instruction to compile "Public List" of commodities as basis for determining those on which the U.S. will consider the possibility of negotiating a reduction of U.S. import tariffs
Instruction to U.S. Preparatory Groups to prepare U.S. negotiating position
Authority to negotiate
Findings of Tariff Commission on Public List
Summary of views expressed in connection with public hearings
Recommendations for "Public List"
Recommendations for U.S. concessions
Instruction to prepare list of commodities on which the U.S. will ask other countries to reduce their import tariffs
Public hearings to gather views on the relationship of U.S. tariff reductions to future U.S. export expansion and the Nation's economic growth, as well as the impact on U.S. industries
Public requests for specific concessions from other countries
Public hearings to gather views on impact on U.S. industries of U.S. tariff reductions and increased imports
Recommendations for U.S. negotiating positions
Recommendations for concluding Trade Agreement
Begin collecting and analyzing data from Government sources concerning barriers to trade, present and potential exports to selected markets, and situations in which the U.S. has a supplier or importer interest
Preparatory Groups become the U.S. Delegation to GATT
Negotiation with other members of GATT
Consideration of what the U.S. may offer to negotiate
Consideration of what the U.S. wants other countries to negotiate
Review and approve

been narrowed significantly to a point where there is serious disagreement only on the third country problem and the high tariff items over which trade flows in significant amounts.

It is more difficult to measure the extent of the progress made in agriculture which poses the most difficult problems for the negotiations in that national agricultural policies of participating countries are involved. The three groups on cereals, meats, and dairy products have been meeting since last year and the subcommittee on Agriculture has been attempting to devise rules for the negotiation for agricultural products.

The differences on negotiating positions in agriculture between the United States and the Common Market are much wider than in the industrial field and it appears unlikely that acceptable solutions for conducting the negotiations will be ready for the Ministers by May 4 (today). It is anticipated however that the Agriculture Committee as well as all other subcommittees will have a progress report for the Ministers to review. In essence the U.S. position on agriculture requires some formula or other assurance that will give U.S. producers access to world markets to a degree that will take into account the relative greater efficiency of U.S. agriculture. The U.S. is flexible as to the means of achieving this objective.

Activity in the non-tariff barrier field has been limited to the submission to the Subcommittee by interested countries of non-tariff barriers of a multilateral nature, such as dumping legislation, which they propose for discussion in the negotiation. Non-tariff barriers concerning only one or two countries will be handled in bilateral discussions. A differentiation must be made in this area between illegal barriers (those which are in violation of the provisions of the GATT) and legal barriers (those which do not violate the GATT but constitute barriers to trade).

Non-tariff barriers

A great number of the legal non-tariff barriers which will come up for discussion are those incorporated in legislation enacted prior to the formation of the GATT in 1947. Such legislation is not in violation of the GATT under the Protocol of Provisional Application.

The U.S. will take the position that illegal barriers will have to be removed in connection with the linear reduction. Negotiations concerning "legal" non-tariff barriers will probably be confined to multilateral barriers such as dumping, Government procurement, valuation problems, sanitary regulations, and certain taxes.

Trade negotiators

The following 38 members of GATT have indicated their desire to participate in the negotiations starting today (May 4th) in Geneva. Representatives of these countries make up the membership of the Trade Negotiation Committee (TNC).

Argentina, Australia, Austria, Brazil, Canada, Czechoslovakia, Denmark, the six member states of the European Economic Community, Finland, Ghana, Greece, India, Israel, and Japan.

Also Kuwait, New Zealand, Nigeria, Norway, Pakistan, Peru, Portugal, Sierra Leone, South Africa, Southern Rhodesia, Spain, Sweden, Switzerland, Turkey, United Arab Republic, United Kingdom, United States, Uruguay, Yugoslavia.

The Subcommittee on participation of lesser developed countries in the negotiations will probably not be able to draw up a detailed plan for the participation of lesser developed countries until the rules for the negotiation become firmer. However, progress has been made in other GATT subcommittees on LDC problems such as that on tropical products and information developed and the progress achieved in other groups will be useful starting points for the Subcommittee.

In addition the negotiators will have to deal with numerous other problems of major importance over the coming months. Of chief import are the regional arrangements which have developed in Central and Latin America and in Africa with the built-in preferential trading systems. The U.S. and other developed countries will of course have to take into account the impact the negotiations will have on their trade due to the future elimination of the remaining tariff barriers among the Common Market countries as they move towards a full customs union. The United States will also be concerned with the duty structures and the resulting impact on trade as the EFTA countries similarly remove tariff barriers on their non-agricultural trade among themselves.

The U.S. is entering the Kennedy Round with the most comprehensive authority available to U.S. negotiators. With very few exceptions the Congress has authorized the reduction of all U.S. duties by 50 percent and the elimination of duties amounting to 5 percent ad valorem or less. The Congress has also authorized the elimination of duties on tropical products coming chiefly from LDC countries provided the EEC takes similar action. The legislation also permits the removal of duties on any agricultural product provided the Common Market takes similar action and that such action will increase the export of the product from the United States.

Late in 1963 the United States announced its proposed use of these authorities in the "public list" of items to be considered for tariff concessions. Subsequently the Tariff Commission began its public hearings on the public list items and the Trade Information Committee began its public hearings on all aspects of the negotiations. The hearings of the Tariff Commission and the TIC were concluded March 31 and the Commission sent its report to the President on April 22. The TIC is now completing its report.

Once this information is available the interagency trade organization, under the direction of Ambassador Herter, will begin consideration of the concessions the United States will make in the negotiations. This list as required by law must receive the approval of the President.

Preparations for the concessions the United States will seek from other countries began early this year with the formation of 8 negotiating teams. These groups have been preparing on a much larger scale than has been undertaken previously. Ultimately the U.S. "request list" will be coordinated with the U.S. "offer list" so that the United States will have a balanced negotiating position to present in September.

It is expected that negotiations will be lengthy—perhaps lasting a year or more. If the negotiations are successful, it will result in an expansion of U.S. and world trade.

New booklet on GATT

A booklet on "GATT, General Agreement on Tariffs and Trade" has just been published by the Bureau of International Commerce, U.S. Department of Commerce. It is a reprint of an article published in INTERNATIONAL COMMERCE, December 2nd, 1963, with additional tables and charts. It is for sale by the Superintendent of Public Documents, Washington, D. C., 20402, for 25 cents.

OLDEST, BIGGEST CITY IN AUSTRALIA: Sydney, capital of New South Wales, covers 21 square miles, has one of world's finest harbors. Aust. News & Info.

Down Under moves up

Machinery, equipment, technology wanted as buoyant economy surges forward

By PAUL UNGER
Trade Mission Director

There is still time for the U.S. businessman to get in on the Australian bonanza, but he had better hurry. Even though he may have missed the forward surge of the Australian economy over the past few years, he can look ahead to a steadily growing and expanding market for his machinery. Australians are asking for U.S. products and participation.

The Australian potential for U.S. machinery and equipment sales is typified in the following example:

The U.S Trade Mission just back from Down Under interviewed an Australian firm now designing, installing, distributing, and servicing residential heating and air-conditioning units through twelve branches serving the entire Sidney metropolitan area. They expect shortly to be named the distributor for a major oil company of home heating oils (just becoming popular in Sydney); they will tie oil sales in with appliance installations. They reported that they installed only about 15 residential central heating units last year, but they see their own market within 3 years as about 1,500 units a year. This is a brand new market because Sydney has practically no central heating.

Competitive jump

Why does this heating firm want to share this bonanza-to-be with a U.S. partner? Because he is convinced that U.S. equipment and know-how will give him the competitive jump in this market. He reads the U.S. trade journals and knowns of the marketing, merchandising, and sales campaigns used in the United States to promote heating and air conditioning. He is willing to buy this machinery and experience and save himself costly errors.

He wants a U.S. firm to export to him those larger and more complex units and components which cannot be manufactured economically in Australia; license him to manufacture in Australia the components and units it is economical to make there; and supply him with a consultant on his whole operation. He neither needs nor seeks U.S. financing but is ready to consider some form of joint venture, license, fixed fee, or royalty.

This story is similar to stories we heard about many other industries. Most interviews of this nature were in the packaging machinery field. Running close behind were those in materials handling equipment, electronics and instrumentation, scientific and electromedical instruments, machine shop equipment, plastics in a variety of operations, paper converting, air pollution equipment to comply with a recently enacted Clean Air Act, meat-packing, aircraft communications, vegetable oils manufacture, and many more.

Through conversations with the Departments of Industrial Development in the two states visited, the Mission confirmed these findings. The Departments were receiving requests from Australian businessmen for similar connections—in much the same industrial groupings—with overseas companies, particularly American.

Although many were interested in specific items, most businessmen came to the Trade Mission to find U.S. firms that

could supply machinery, equipment, and technology. The most frequent request was for the name of a middle to small-sized U.S. company with whom the Australian could associate himself.

The large U.S. corporations, through subsidiaries or joint ventures, have already opened Australian markets for U.S.-style products. As these products become accepted and popular, there is room for others.

The Australian is ready to move, but he wants assistance. He would like to use the experience of U.S. businessmen. He does not know which are the moderate-sized U.S. companies in his industry, so he picks names out of directories and trade journals and writes letters. In the majority of instances—sometimes in all—he gets no reply. So he welcomes the Mission, with its files of U.S. firms who have declared that they do want to sell U.S. goods and do want to do business in Australia.

More prosperity seen

As background to these opportunities for machinery and equipment sales is a buoyant economy with growth factors promising more prosperity in the years ahead. Here is a thumbnail sketch of what the Mission saw.

In Sydney, with a population of more than 2 million, Australian-designed cranes are busy raising new "glasshouse" skyscrapers to the 40-story level. There is a subway and a large system of electric commuter trains. Eight lanes of traffic, plus 2 train tracks, cross the famed Sydney Harbor bridge, and back up for blocks at rush hour.

About 56% of the population lives in the six state capital cities, 40% in Sydney and Melbourne alone. Thirty-two percent of the work force is in industry, as against only 22% in the United States. Industrial land in the 15- to 20-mile belt around Sydney commands $6,000 to $12,000 an acre. There is an auto to every 3.8 persons, a radio to every 4½, and a television set in 70% of the homes.

Australia boasts the largest savings bank in the world, and the department store with the largest one-day receipts. Banks have almost 4,000 branches around the country.

Australia is turning out 4 million tons of steel annually; it is both good and cheap, and some of it is exported to the United States. The largest bauxite deposits in the world are being turned into aluminum locally. Recently discovered oil and gas were to have started flowing through pipelines last month. Coal is mined almost totally by machine, and Australian exports threaten to drive U.S. coal out of the Japanese market.

Reach over 1,200 businessmen

A U.S. Machinery and Equipment Mission communicated with over 1,200 Australian businessmen through Information Centers in Sydney March 9-18 and in Melbourne March 19-26.

Members referred 261 Business Proposals of U.S. companies to 248 individual Australian firms; referrals totaled 837.

Of the 397 specific opportunities brought back for follow-up, 225 were for export, 29 for import, 100 for licensing, and 43 for joint venture and investment.

Business members of the Mission were: Paul Unger, director; Rudolph Goldsmith; Elmer J. Hankes; Eugene Lang; E. W. Klapmeier; F. Gilbert Lamb; and Abraham L. Savin. Miguel Nistal, Jr., of the Commerce Department's Trade Missions Division, served as trade development officer. Observations of the members are presented in this issue of *International Commerce*. Specific trade and investment opportunities developed by the Mission appeared in the April 27 and April 13 issues.

The same group visited New Zealand February 22-March 6 (see *International Commerce*, April 13).

Copper, lead, zinc, cobalt, iron ore—Australia has them.

The magnificent Snowy River Scheme, with its 100 miles of tunnels, 9 dams, 10 underground powerplants, will produce almost 3 million kilowatts of hydro power and 2 million acre-feet of irrigation water annually.

The country for some time has been shifting from manufacture of consumer goods almost entirely to a greater emphasis on heavy industry. Australia is now virtually self-sufficient in building materials, plastics, radios, foods, textiles, clothing, most household appliances, steel, many common chemicals. Also it manufactures most of its needs in metal products, farm equipment, furniture, leather goods, locomotives and rolling stock, motors, drugs, paper goods, and rubber products, among others.

Modernization only skin deep

But although you can see almost any product in Australia, some of the newer ones are few in number. Modernization in many areas is still only skin-deep; the need and desire to flesh it out represents an important segment of Australia's large potential market for U.S. machinery.

For example, Melbourne has a new shopping center with 65 shops, parking space for 3,250 cars, and over ½ million square feet; but in general, the housewife still shops daily in her neighborhood, on foot, carrying the string bag from greengrocer to butcher to dairy store to grocery to pastrycook, each shop presided over by the owner who serves her and she professes to like it that way.

Air conditioning is standard in Sydney's new hotels, but central heating is unheard of in almost all houses; water and waste pipes run up the outsides of buildings, and homes by the thousands have detached toilets (usually flush). Machine shops are full of obsolete tools. Only last year the Melbourne-to-Sydney railroad standardized its gage, although trains still can't make the trip across the continent without changing cars because of different gages along the way to Perth.

Frozen foods are packed in Australia but home freezers are rareties, as are freezer-compartment refrigerators because of their high prices. Most bread is delivered to the house, much unsliced, some unwrapped; few self-service stores will handle it.

Milk is delivered to the door at dawn—in Melbourne in horse-drawn carts. Because milk comes in glass bottles, supermarkets won't handle it. Lost are the impulse sales of carton milk, in half-gallons or even quarts—the largest container now is an Imperial pint (about 1.2 U.S. pints).

All of these soft spots underlying the Australian prosperity are opportunities for sales of U.S. machinery and equipment.

Closer look

This market Americans are being invited to share is rich, prosperous, growing, up-to-date, modern. Its tastes and preferences often follow U.S. patterns and styles. The U.S. share of the market is steadily increasing while the U.K. share has declined. Through necessity and tradition the market is attuned to a large proportion of imports.

Australia is a major trading nation: Exports and imports each represent about 15% of gross national product, as against only 4% (exports) in the United States. Dedicated to continuing a large overseas trade, Australia nevertheless wants to change its composition. To lessen present dependence on highly changeable world prices for primary products (which make up 80% of its exports), it is promoting industry and increased export of industrial products. To supply expanding industry, it must import increasing quantities of

machinery, equipment, raw materials, and labor. The United States is in excellent position to supply the machinery and equipment.

Australia has close ties with and affection for Americans. Australia has copied America rather than Europe in its economic development. Advertising stresses "U.S. design" and "U.S. styling" because U.S. fashions appeal to Australians. As fast as they can, they are striving to make and purchase household appliances and furnishings developed in the United states.

Hundreds and hundreds of U.S. brand name products are manufactured in Australia under license. Businessmen read U.S. trade journals, attend U.S. trade conventions, are remarkably up-to-the-minute on new products and developments in American industry.

Government spurs diversification

The Government moved to encourage diversification—both in export products and in trading partners. Exports to the U.K. have dropped from 35% of the total in 1958 to 17% in 1963; this year Japan replaced the U.K. as Australia's largest market. Now one-third of the trade is with Asia, and one-quarter with the United States. Imports from the U.K. have declined (from a postwar 45% to a present-day 30% of the total) although they are still in first position. Although 80% of Australia's exports still consist of primary agricultural products, the percentage is decreasing. Only 40% of the exports are wool, as against 50% in 1953.

The United States is now Australia's second supplier, with 21% of total imports. Imports from the United States rose 10% in 1963, to a total of $518 million, mostly in machinery and metal products. New U.S. investments amounted to $160 million. There are over 275 U.S. companies operating in Australia, over 1,000 licensing and royalty agreements, and agencies for about 10,000 U.S. firms.

The market is large and growing. The present population—busily trying to fill a continent the size of the United States stretching north to south the distance from the Great Lakes to Yucatan, and east to west from Hatteras to San Diego —is increasing at a rate of 2.3% annually, aided by early marriages, large families, and a Government-assisted program which brought in 110,000 immigrants last year. It's a young population (53% under 30) destined to increase even faster—a widening market for homes, house furnishings, baby supplies, children's needs, and teen-age desires.

The Australian market, even now, is richer than the population figures indicate. They boast a per capita income of $1,547 per year, one of the highest in the world. The people have the developed tastes and desires for consumer goods of an urban industrial society. Seventy-five percent are homeowners. Savings are equal to 8% of personal expenditure.

'Treasurer's dream'

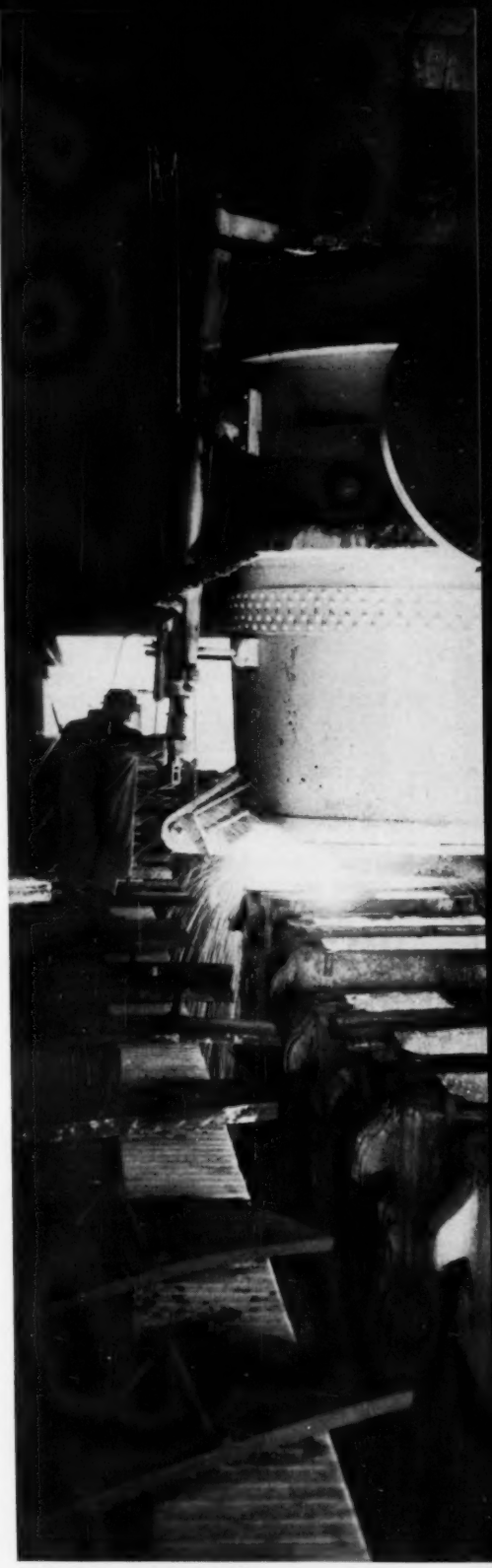
In describing the prosperity of the Australian market, the Commonwealth Treasurer said the current economic situation was almost "the answer to a treasurer's dream. The people have full employment and prosperity, our overseas reserves are at a record level, and our exports are at a record level (up 30% last year)."

He might have gone on to cite another dozen glowing indicators. Gross national product was up 9% last year. Unemployment is down to a mere 1.6% of the work force. Installment credit, which the Australians call "hire-purchase." is moving up to U.S. proportions. Bank liquidity is high. Manufacturing production is confidently expected to double in the next 10 years. Tourist travel is up 15%. Capital investment is 11.6% higher than the year before. Construction, both dwelling and nondwelling, is at a record high, with housing loans doubled over the previous year. Auto sales also are at a record high.

Added to this burgeoning domestic market is an ever-increasing overseas market for exports made in Australia, often with U.S. components, on U.S. machinery, using U.S. know-how. The message the Mission preached everywhere—a marriage of U.S. machinery and know-how with Australian enterprise and raw materials to manufacture in Australia products for the export drive—was headlined and hailed.

Particularly in Southeast Asia, Australia as a noncolonial power has an especially ready acceptance for its exports. Australian companies are constantly expanding their sales in that area. They offer partnership possibilities for U.S. firms which can supply equipment and technology to make Australian manufactures of higher quality and lower unit-cost, that is, competitive in overseas markets.

The Australian Government is stimulating exports with two big incentives: 200% expensing on income tax returns for overseas market development costs, and payroll tax rebates up to 100%. In addition, the Government exhibits at foreign trade fairs, maintains 43 trade commissioners around the globe to boost exports, gives awards for export achievement, publishes a weekly, Overseas Trading, and sends off trade missions (including one to Hong Kong, Philippines, and Thailand last October).



PORT KEMBLA STEEL WORKS: At No. 2 Open Hearth Shop a 300-ton capacity hot metal ladle is held over ingot moulds, at New South Wales plant.

Business matches the Government program. This month the Tradeship Centaur, sponsored by the Australian Chamber of Commerce, is touring Southeast Asia. This month also the Institute of Management has scheduled a series of seminars on the Japanese market and entry therein. As an incentive to modernize, cut costs, and be more competitive in overseas markets, Australian business has been presented with a 20% investment tax credit by Parliament.

Banks and business analysts speak confidently of higher peaks to come, but within the context of a sound economy. "Australia is on a rising tide of activity and this trend is expected to continue," reports Sir Warren McDonald, Chairman of the government-owned Commonwealth Banking Corp. "General confidence in the economy can be expected to improve further during 1963/64 and a continuing substantial growth in gross national production can thus be anticipated. . . . Evidence available suggests that domestic production could still expand significantly without giving rise to inflationary pressures or requiring heavy expenditures for development." The price rise last year was less than 1%.

Not reserved for Americans

This lush Australian market is by no means reserved for Americans. The Japanese are pressing into Australia with high-quality, low-cost, fast-delivery products. Their imports increased 15% in the last year. They are backed up with an aggressive advertising and promotion campaign, including a permanent Trade Center in Sydney, and are taking full advantage of the strong bargaining position they just attained this January when they passed the U.K. to become Australia's chief buyer.

They buy more Australian wool than any other country, plus significant quantities of wheat, coal, and other products, and have sheep-farmers publicly backing their demands for a greater share of the Australian market to balance the trade ledger.

West Europeans are also offering strong price competition. The Mission often heard of better service, quicker deliveries, lower prices offered by the Dutch or Swiss or West Germans. Italy has announced plans for a large display of machine tools, and printing and textile machinery at the Sydney Trade Fair in July. The U.K. is still Australia's largest-volume supplier.

Import restrictions

Most significant to U.S. businessmen are the import restrictions which still remain. They are frankly designed to keep out imports which would compete with domestic manufactures. The President of the Chamber of Manufactures, in welcoming the Mission, made this quite clear. "We would be less than human," he said, "if we reacted warmly when it becomes apparent that the target includes Australian industries which have been built up patiently over the years. We do not feel that we are reacting selfishly or narrowly when we take this attitude, for the growth of Australian manufacturing industry is our main tool in building a great nation here, another United States, and this we firmly intend to do."

The Australian Tariff has three columns: A preferential rate for Britain and the Commonwealth, a higher most-favored-nation rate for most countries including the United States, and a general rate which is still higher for the few remaining countries. For most machine tools and machinery the MFN rate applicable to the United States is 55% while the Commonwealth preferential rate is at least 7½% lower. Other than this there are no special disabilities for dollar countries.

Although almost all import licenses were removed in 1960, they were allowed to remain on certain products; currently these are used earthmoving equipment, used excavating equipment, used materials handling equipment, ball and roller bearings, and aluminum. Applications for entry of any of these products are submitted to the Department of Trade in Canberra, which decides each case on an ad hoc basis. If it is admitted, the license is issued by the Department of Customs and Excise, which likewise assesses a duty.

Agricultural products, to the extent of 40% of the value of the total production, are protected by a variety of devices. All or virtually all of the following products are denied entry: Wheat, barley, corn, rice, sugar, fruits, meats, dairy products, eggs, and cotton.

By-law device

For U.S. exporters to Australia the most important tariff provision is the By-law device. This provides for remission or reduction of the duty (usually 55% on machinery) "provided suitably equivalent goods which are the produce or manufacture of Australia are not reasonably available." If customs agrees the goods are not available in Australia or U.K., there will be no duty; if not available in Australia but available in U.K., the duty will be 7½%. (Another article in this issue of INTERNATIONAL COMMERCE explains the "By-law" exemption procedure.)

The Mission received numerous complaints about lack of aggressive selling on the part of U.S. manufacturers. The most common complaint was failure to answer letters. One of the largest Australian firms, a fully-owned U.K. subsidiary, was unable to get certain products from its U.K. parent. It wrote 25 U.S. firms offering the business; none replied.

I heard criticisms of U.S. payment terms as too harsh. The letter of credit is evidently now out-of-date, with European firms offering terms of 75% payment on delivery and the balance after proven installation. Agents and others complained that they never saw the U.S. principals; one U.S. firm doing a good business in Australia visited once in 12 years. Many U.S. businessmen who do come, stay one day, and leave. Many deal only with Sydney, not realizing that

Metals, machinery lead Australian imports

Commodity	Total imports	Imports from U.S.	U.S. share
	(fiscal 1962-63; in $ thousands)		%
Metals, metal mfg's, machinery	$952,455	$267,985	28.1
Oils, fats, pigments, paints	292,056	17,976	6.2
Yarns, textiles, apparel	261,296	27,657	10.6
Paper and stationery	156,374	29,917	19.1
Chemicals, fertilizers, drugs	155,723	46,182	29.7
Foodstuffs and liquors	98,318	6,115	6.2
Rubber, leather, wood, wicker	90,937	19,390	21.3
Tobacco, vegetable substances, fibers	82,042	31,949	38.9
Optical, surgical, scientific instruments	41,917	12,045	28.7
Miscellaneous	291,072	56,087	19.3
Total	$2,422,190	$515,303	21.3

Source: Commonwealth Bureau of Census and Statistics, Canberra.

COLD-WEATHER DRESS: These lambs, in factory of Thomas Borthwick & Sons, Portland, Victoria, are being jacketed in plant's freezing chambers.

Melbourne is a separate market of almost equal size, and that the other 4 state capitals are also quite independent and separate.

Many quote f.o.b. an inland U.S. factory, resulting in their bids ending up in the wastebasket. Quotes should be c.i.f. the Australian port. Some firms are wary of dealing with Australian companies that are affiliates or subsidiaries of British firms, or even of other U.S. firms. Usually however, the Australian firm is not fully bound on all products and is free and willing to negotiate with others to their mutual advantage.

There is a great opportunity in Australia for aggressive U.S. businessmen. It is a place to sell more and more U.S. machinery and equipment as its economy continues to expand. It is a place to take a new venture which can pay off handsomely.

REPORTS AVAILABLE

The following reports are for sale at 15 cents each from any of the Department's Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402.

Foreign Trade Regulations of Australia. OBR 63-129. 11 pp. October 1963.

Establishing a Business in Australia. OBR 63-108. 16 pp. July 1963.

Food processing in Australia gains in importance; report on modern equipment needed

More finished processing of farm and dairy output considered necessary; U.S. machinery well received

By F. GILBERT LAMB
President, Lamb-Weston, Inc.
Portland, Oregon

Australia's food processing industry is well advanced and the potential for expansion is strong.

There is an important market for food processing equipment.

Who will obtain this market depends on the answers to two questions: Will imported—particularly U.S.—equipment be able to compete over the Australian tariff barriers? Will U.S. equipment manufacturers show sufficient interest in the market and sell with sufficient imagination and energy to obtain a sizable share of this business?

There is hardly a raw product for food processing that is not produced in Australia. The range extends from subtropical fruits such as mangoes, bananas, and pineapples in the north to citrus crops further south (large producing areas exist between Sydney and Melbourne) to the world famous apples and pears in the south of the main continent and in Tasmania.

The range of raw products includes vegetables of every kind, quantities of red meats and fish. Milling grains are efficiently produced. Sizable production of vegetable oil crops reportedly is just now being considered on an expanded scale.

Australia produced in 1961-62 787,-

000 tons of beef and veal; 586,000 tons of mutton and lamb; 118,800 tons of pig meat; 247 million bushels of wheat; 55 million bushels of oats; 41 million bushels of barley.

Apple production (in bushels) was more than 17 million; pears 6.5 million; bananas 4.9 million; pineapples 3.9 million; wine was more than 41.8 million gallons.

Raw sugar production, 1962-63 was estimated at 17.7 million tons.

Food processing necessary

Historically, Australia's economy has been maintained to a great extent by export of these agricultural products, plus wool and dairy crops, in raw or semi-processed form. The country has attained one of the world's highest standards of living; based largely on this agricultural economy; however, the upgrading of production, for a growing domestic market and for export, by more finished processing of agricultural products is considered necessary by both the Government and the business community.

Food machinery imports

Government policy protects against import competition equipment already made in Australia for processing these foods; but many items still are not manufactured there. In fiscal 1963 Australia imported the following food machinery and equipment:

Type of equipment	*Import value*	*U.S. share*
Biscuit making	$ 467,861	$135,119
Cocoa and confection	606,768	36,459
Flour and cereal	338,814	28,850
Fruit and vegetable preparation and canning	921,035	557,303
Sugar refining	263,869	102,931
Food products (general)	1,752,766	695,889
Packaging machines (except matchbox and cigarette)	2,664,000	771,750

Australia's tariff policy can work both for and against the U.S. manufacturer of food processing and related equipment. There is a high tariff, usually 55%; however, if this equipment is greatly superior to or clearly different from that available from local suppliers, the duty may be reduced or eliminated under the By-Law system. Application for this concession must be made to the Government in advance of import. The aid of a Tariff Adviser in Australia is recommended; their names can be obtained from the U.S. Embassy and Consulates.

The Australian Government's drive to increase and modernize plant and equipment includes that for food processing. Capital expenditure by the food, drink and tobacco manufacturing industry of Australia was £45.2 million ($101.7 million) in the 1962-63 year and the anticipated expenditure for the 6 months ending December 1963 was at a higher annual rate.

The recent Investment Credit incentive allows the Australian businessman to take an extra 20% depreciation the first year. He gets a total of 120% depreciation expense over the life of the equipment, the biggest benefits coming the first year.

Some of the best known names are represented in the Australian food processing industry: Nestles, Kraft, Heinz, Campbell Soup, Unilever, International Meat Packers (Swift), and others. Their success indicates the favorable reception which Australia has shown for American-type products, foods included.

Although many "mom and pop" stores still exist in Australia, new modern supermarkets are coming into existence. One recent survey showed that 16% of the retail food outlets are doing 65% of the business. This combination of world known names among food processors plus the advent of the supermarkets and chain type retail stores is forcing the food processing industry into modernization for both domestic and export markets.

Fresh loaf

A visit to a bakery indicated that this industry may be about to enter a period of modernization.

Much of the equipment was old. One mixing unit, made in a local shop, had been copied from a used Champion acquired from the United States. A new bin was being installed for delivery of flour in bulk for the first time. Two older gas-fired hearth ovens and another of tiled hearth construction were baking a variety of cakes, tarts, rolls, jelly rolls, and French pastries in addition to bread.

The Government has a price control on bread—about 20 cents on the sliced and wrapped. About 75% of this bakery's output was sliced and wrapped. Products other than bread loaves are not Government price controlled.

Sales are through their own small shops, of which they have about 22, and through other small bakery retail shops. They also sell to "bob tailer" trucks with house-to-house delivery routes.

The larger supermarkets and chain stores are starting to represent outlets of growing importance.

Nobody apparently was producing frozen bread or pastry; however, one frozen food firm reported plans to begin production of both meat and fruit pies.

A canning plant also was visited. The plant appeared to be operating efficiently though terribly overcrowded. Management stated that they were planning a larger, modern facility at a new out-of-town location. Sales were outstripping production ability. With roughly 10,000 square feet of production space, about half on each of two stories, the cannery turned out about 90,000 cans a day, year round, of a long list of items. This points to the need for flexible processing and packaging equipment to take short runs and frequent changes. Most of the equipment appeared old by U.S. standards.

The management spent some time asking questions regarding can unscramblers. One had been purchased from an Australian manufacturer with U.S. connections. It did not work and the supplier had taken it back without making much effort to fix it. Six women were unloading the retort baskets by hand in front of a casing machine.

The firm wanted to import an unscrambler from the United States but was concerned about service.

Frozen food market

I also visited a recently constructed frozen food plant. The buildings were well designed. The management had traveled in the United States and was well informed on the U.S. frozen food industry. The plant was not fully equipped and production in millions of pounds per year was small for the floor space. They asked me about the availability of certain frozen vegetables from the United States which indicated that their marketing ability exceeded that of their production.

Another frozen food plant was running string beans when I was there, and the operation was reasonably efficient

Conference schedule

Members of the Australia-New Zealand Trade Mission will hold consultations with local businessmen as follows:

Cincinnati	June 10
Pittsburgh	June 10
Dallas	June 10
Philadelphia	June 11
Chicago	June 11
Los Angeles	June 11
Seattle	June 11
Portland	June 12
Rochester	June 12
Minneapolis	June 12

Further details will be found in the Calendar for International Traders on the inside back cover in later issues.

but congested. The management drove me a few miles away and showed me a new, modern cold storage warehouse built in the last year on a 9-acre site. Construction of a new, much larger processing plant at this location is planned.

At least eight food processing firms indicated they had plans for new plants or new major product lines. They were talking of frozen and dehydrated potato products, frozen orange juice concentrate, citrus juice fully dehydrated to crystal form, frozen prepared meals, confections, apple and peach canning, and vegetable oil extracting and refining.

Not only was interest shown in U.S. machinery and equipment, and engineering, but in many instances a desire was expressed for some working arrangement with a U.S. firm which was in the business and had the know-how.

One of the two frozen potato processing plants in Australia was recently built by a local firm with the help of a large U.S. company in that business.

The refrigeration industry in Australia is well developed. Compressors, heat exchangers, fans and controls are manufactured locally over a wide range of sizes and styles. Much is under license from foreign firms including many U.S. concerns.

An example of a working arrangement between a U.S. and an Australian firm is in the baby food business. A large U.S. baby food manufacturer has licensed an Australian company to pack under his label and to his specifications. The Australian firm feels the continued paying of license fees is worthwhile because he receives the benefit of the U.S. firm's research and development work. For the local market alone, the Australian firm would be unable to justify this expenditure.

This same thinking was expressed by several of the largest Australian firms in the packaging supply and equipment business. In America so much research and development is being conducted in the packaging field that the Australian is eager to establish communication with Americans.

Many times a new material or machine may be imported for an initial period and if it justifies local manufacture a licensing or similar agreement may be worked out between the two firms. Australian firms are interested in the good medium-sized or smaller U.S. firms' products because often the larger U.S. companies are already represented in Australia.

Food equipment manufacturers should bear in mind that just because one of their U.S. competitors has a factory in Australia does not mean that he necessarily manufacturers the full line that he might in America. On the items that he does not manufacture in Australia, the door is open to competitors from the United States. Often there is only one supplier of certain locally made equipment. Some customers feel this results in poor service, so they are glad to purchase imported items just to get the benefit of having two suppliers.

Australia is not as far away as we used to think. I found it a market worth exploring for any U.S. manufacturer of food processing equipment, large or small. I urge U.S. firms to look into this opportunity for increased export sales. They will find the Australian welcome warm and the atmosphere friendly and hospitable to the American way of doing business.

CAN TREVATT APRICOTS: Choice fruit is placed in cans at Ardmona Fruit Products Co-operative Co. Ltd., plant at Mooroopna, a rich fruit-growing district located in the Goulfurn Valley in Victoria.

'By-law' procedure can be the bridge over Aussie tariff

Mission members explain rules for 'reasonably available' goods

The U.S. businessman's most important consideration in trade with Australia may well be the Australian "By-law" procedure for tariff exemptions, members of the Department of Commerce trade mission to Australia report.

For example, these are the general terms covering import of U.S. machinery and machine tools:

Australian law provides a 55% tariff on imports if "suitably equivalent" goods are available Down Under; a 7½% tariff on goods "reasonably available" in the United Kingdom. Beyond this, imports can be duty-free.

Application for "By-law" tariff exemptions or cuts is made to the Department of Customs and Excise in Canberra. The importer must supply a full description of the goods, the quantity to be imported, its value, the specific purpose for which it will be used, the name and address of the overseas supplier, delivery terms, five copies of illustrations and specifications.

He must supply evidence that equivalent goods are not reasonably available. Best evidence: Correspondence with all possible suppliers in Australia and U.K., stating they can not produce or procure the goods.

The importer also must agree that, if requested by Customs within a year, he will permit an Australian manufacturer to examine the imported product to determine whether it can be produced in Australia in the future, subject to patent rights.

Processing the application, Customs makes its own inquiry of Australian manufacturers who might be able to supply the product. If none is found, inquiry is made to the Board of Trade in London, England, to determine whether a British manufacturer can supply it.

It sounds complicated, perhaps, but members of the trade mission report that thousands of "By-law" applications are approved each year. Applications related to new production ventures are treated with special sympathy because of the government's policy of encouraging new industry, the members say.

Know how to do it

They also suggest that U.S. manufacturers familiarize themselves with the "By-law" exemption procedure because all Australian importers are not experienced in it. Many firms, they said, employ tariff advisers whose services include submitting "By-law" applications.

Mission members report several instances in which tariffs did not deter imports. Some U.S. products—bulk milk tank coolers and masking tape among them—sold in Australia for less than the home-made product, even after duties.

In other cases, Australians demanded U.S. products even though import duty made them more expensive than the domestic product. Insulating brick was in this category.

Machine tool, control equipment needs in Australia greater than ever before

Population growth, export expansion drive step up need for modern production machinery; U.S. tool builders can compete

By ELMER J. HANKES
President, Testscor, Minneapolis

Australia's machine tool and control equipment needs today are greater than ever before.

Population growth and export expansion objectives have accelerated the need for replacing much of that country's production plant with modern equipment which can turn out the low-cost quality products needed to compete in world markets.

In taking advantage of this large business potential, however, U.S. tool builders will be obliged to cope with the barriers of Australia's formidable but flexible tariff system.

The basic tariff has three rates: A high general tariff, a lower favored-nation rate (which applies to the United States among other countries), and the British preferential rate which is the lowest. Rates are set at low levels to permit import of items needed but not produced in Australia, and at high levels to protect young and growing Australian industry. Machinery exists for a speedy hearing of a case for increased protection submitted by an Australian producer who believes he is threatened by foreign competition.

The effect of this policy has been to limit the flow of machine tools and electrical equipment from the United States which face tariffs averaging 55%. The bulk of this business is in British hands because of the lower British preferential rate. Germany and Japan have been more successful than the United States in this market because of their lower prices.

Joint company formed

The Japanese had considerable difficulty in entering the market but their manufacturers formed a joint company called the Japanese Machine Tools Australia Pty. Ltd. and set up a joint sales and display office in St. Leonards, North Sydney. They will place a machine in a customer's shop for a 3-month trial, and this technique has begun to be effective in selling their equipment. The J.M.T.A. is owned 70% by the various Japanese sponsors and 30% by the Australian principals.

It is just this kind of selling that is needed to overcome the disadvantages we face in this market. U.S. firms should make sure that they are adequately represented by technically trained people in salesminded organizations. If an export agent is used, he too should be technically competent. Many Australian distributors in machine tools, controls, instruments, and other fields complain most about the inadequate way their technical questions are handled by export agents of U.S. firms.

Some U.S. manufacturers of machine tools and electrical equipment have been successful in coping with this situation through establishing licensees or subsidiaries for manufacture in Australia or in England. Some, by effective sales representation and vigorous effort, have been able to sell "quality and productivity" against price. It would appear, however, that many U.S. equipment producers have neglected the Australian market.

In contrast to its own protectionist policy on imports, the Australian Government is pushing strongly for increased exports of manufactured items.

Spurs modernization

It is also encouraging modernization of plant facilities. To stimulate capital investment in new machinery which will reduce costs and thus improve their competitive position in world markets, an extra 20% depreciation is allowed. This can be taken in the first year, thus permitting a 30% allowance on a 10-year life; the total depreciation comes to 120% for approved facilities.

The Australian flexible tariff may be used to reduce or eliminate barriers for imported equipment if the equivalent is not obtainable from Australian or U.K. sources in the desired form. For example, if your equipment has certain features or production capabilities not present in the Australian-made or U.K. products, your agent can apply for a "By-law" exception. The agent must be familiar with the procedure, prepare a good case, and persist in its presentation to the Department of Customs and Excise. Another article in this issue of INTERNATIONAL COMMERCE explains "By-law" exception procedures.

Much of the U.S. advanced equipment exported to Australia enters under this "By-law" provision free of duty or at 7½%, instead of the usual 55%. Statistics, showing a higher average unit price for U.S. machines over those from other countries, indicate that it is the larger, higher grade, more sophisticated and instrumented U.S. machine tools which are selling best in Australia.

For example, of 24 horizontal boring machines imported into Australia in fiscal '63 at a total cost of $249,726, the United States supplied 2 machines costing $59,767. Out of 830 lathes costing a total of $2,486,610, the United States supplied 27 costing $86,615.

In "other combination machines," however, the United States has the bulk sales, supplying 35 units at a cost of $3,355,064 out of a total for all countries of 48 costing $3,511,213. Also, of 21 lift trucks of 10,000- to 15,000-pound lifting capacity imported at a total cost of $173,437, the United States supplied 13 costing $122,944; and of 21 with a 15,000-pound-and-over lifting capacity (cost $370,092), the United States supplied 16 costing $308,112.

U.S. penetration

Figures for broader categories of machinery show substantial U.S. penetration into the Australian market. The statistics also show a growing import market despite increasing local production. This growth is expected to continue as Australia progresses in its industrialization.

The best possibilities for U.S. equipment sales lie in the more sophisticated categories, particularly automatic tape-controlled equipment; lathes of larger types; millers, presses, turrets; grinders; heavy engineering specialties; and instruments and gages.

U.S. manufacturers are already well represented in this market with subsidiaries, licensees, or agents. To retain the market he may have developed, the U.S. businessman must, if at all possible, arrange to have some part of his product manufactured in Australia and plan that the Australian-made content will increase year by year. If he does this he too can seek and obtain tariff protection for his infant business.

Not all items can be economically manufactured in Australia because of the relatively small market and limited technical or production capacities. This means that more complex technical equipment with limited sales potential will continue to be imported and points to a good market for some of our more precise and sophisticated machine tools, such as jig grinders and tape-controlled machinery centers, and for instruments of extreme ranges and greater reliability, such as

HAY-BALING RIG: Livestock feed is an important crop in land "down under" economy. World Bank lending in Australia has passed the $150 million mark.

high-frequency oscilloscopes, computers, and gas cromatographs.

The greatest opportunities, however, seem to be in active U.S. participation in local manufacture. For instance, even the heaviest kinds of lift trucks, tractors, and presses of up to 2,000 tons are successfully manufactured in Australia. Because of the tariff structure, their presence in the local catalog virtually eliminates foreign competition. These items are all made by subsidiaries or licensees. It is in this area of license arrangement that the U.S. small business can do the best job. The larger Australian companies are eagerly seeking additions to their lines and they look to smaller U.S. companies for help. They are willing and indeed eager to pay for the proven products deriving from the technical assistance that U.S. companies can furnish.

In considering this market it must be kept in mind that this is an industrial economy. One in every 6 of the working force is connected with the automobile business; the auto ownership ratio is high. Telephones are widely used but there is a long waiting list of subscribers; the Government-owned telephone system has a pay-as-you-go policy which prevents borrowing for capital equipment to improve service. TV is at a saturation point and production is steady at 300,000 sets a year.

Booming businesses

Air conditioning and refrigeration are booming businesses. House heating, a long neglected item in Australia, shows every sign of exceptional future growth, as do vending machines. In fact, it is hard to think of any kind of business activity in the United States which is not in Australia now or which will not have a proportionate degree of success in the Australian market. The Australian is definitely U.S.-oriented, and is following our footsteps in its industrial development.

In the scientific, medical, and atomic field, interest is keen and at a high technical level. We had many inquiries for controls, recorders, colormeters, gas cromatographs, and medical apparatus both electrical and atomic.

U.S. businessmen will find themselves at home with their Australian counterparts who are experienced and knowledgeable in their fields. Their trade practices closely approximate our own. They are sincere, know what they want, and say so clearly and plainly. You'll always know where you stand with them because they speak your language in more ways than one.

This market is too vast to detail in a short report. Just assume that if a product is useful and marketable in the United States it will be so in Australia. Someone in your field may be there already, however, and you must be prepared to compete for a share of the market.

FARM EQUIPMENT

Australian production of agricultural equipment has risen in the past 5 years, as follows (in millions of dollars): $57.6 in the 1956-57 fiscal year; 66.3 in 57-58; 67.9 in 58-59; 78.8 in 59-60; and 78.2 in 60-61.

Exports from the United States to Australia have shown a gradual increase despite the establishment of several U.S. manufacturing plants there. Such exports totaled (in millions of dollars) $3.9 in 1958; 5.9 in 1959; 6 in 1960; 6.3 in 1961; and 7.8 in 1962.

Tractors today are estimated at 285,000 units.

Textile industry's trend toward modernizing facilities sparks U.S. sales chances

Spinning, winding, other machinery as well as dyestuffs, high-styled cotton piece goods, fancy synthetic yarns offer possibilities for larger share of Australian market

By RUDOLPH GOLDSMITH
President, French Fabrics Exports, Inc., New York City

Australian textile production is moving out of its earlier development into full and modern industrialization. It has become, together with garment and apparel manufacturing, the second largest employer of labor in the country.

There are still vestiges of an underdeveloped industry in Australia's high protective tariffs, particularly for synthetic piece goods; but there is also a definite trend to modernize and to discard some obsolete weaving and spinning facilities. It is particularly in this field that we have a good chance to sell our products.

The situation differs for the various natural and synthetic fibers and types of machinery; but in areas such as drafting, spinning and winding machinery, looms, finishing equipment, dyestuffs, fancy synthetic yarns, high styled cotton piece goods, furnishing fabrics, and some laces, lie fruitful possibilities for the U.S. exporter.

Woolens

Australia is an important wool-producing country and the largest wool exporter in the world. Australia has been exporting close to 85% of its crop in the form of greasy wool, but exports of wool tops are steadily increasing. There is now a concerted drive to export more of their wool in the form of worsted and woolens.

Although the high prices of raw wool indicate demand all over the world, the local weaving industry is struggling. A number of woolen mills have fairly old equipment, usually British. It is gradually being replaced with modern machinery such as shuttleless looms from Switzerland, warping equipment from Germany and Switzerland, and modern spinning and winding machinery from Europe and the United States. American drafting, spinning, and winding equipment is well regarded, and it is here that alert U.S. manufacturers could increase their sales.

There is little chance for the United States to export woolen and worsted fabrics to Australia, but there is a definite interest on the part of Australian mills to exchange patterns and novelty weaves and blend ideas on a royalty basis.

Cottons

The cotton situation is quite different, as little cotton is grown in Australia at present. The cotton weaving and finishing industry is therefore in its early stages of development.

Cotton consumption is about 90,000 bales a year, roughly one-fifth of which is grown in Australia, mostly in the northern part of New South Wales. There is also experimental cotton farming in Northwestern Australia, but marketing is handicapped by the difficulty of communications with the Eastern centers of industry, 2,000 miles away. Minimum prices are guaranteed by the Government, somewhere above world market prices. Acreage is not limited.

Australia has been importing large quantities of cotton piece goods, 70% of which have come from Japan, Great Britain, and the EEC countries. Japan, as the biggest purchaser of Australian wool, is in a particularly strong position to press exports. Japan has become the chief supplier of cotton piece goods, because of quality standards, low prices, good deliveries, and shorter lines of communications. There are approximately 5 ships every month from Kobe to Sydney, and the average sailing time is 11 days, so that the Australian customer can get deliveries in 2 to 3 weeks. Deliveries from Great Britain usually take 5 to 6 weeks.

One of our problems is that shipments to Australia may take from 8 to 12 weeks as U.S. steamers usually do not choose direct routes.

Although Japanese prices are often considerably lower than ours, this price gap is slowly narrowing as a result of the continuing increase in Japanese wages. Moreover, U.S. firms can offer diversity and ideas.

The United States increased cotton exports to Australia between 1961 and 1963 from $6.3 to $7.3 million; however Australia's overall cotton textile imports amounted to $80 million. It would seem, therefore, that more effort and better service on the part of U.S. exporters can gain a greater share of this market.

Duties are about 2½ pence (2¾ cents) per square yard for cotton goods weighing up to 4½ ounces; for weights over 4½ ounces, the duty goes up steeply to about 48 cents. An application now before the Tariff Board is designed to secure for Australian weavers not less than 25% of the market by imposing protective duties on fabrics for bed sheets, pillow cases, coated fabrics and others. For the weight range of 4½ to 7 ounces in fabrics for women's apparel and men's shirts and underwear, the duty would remain unchanged; all other fabrics would be subject to sharp duty increases.

Manmade fabrics

Manmade fabrics production is substantial and growing in Australia. Fibremakers Ltd., a joint venture of I.C.I., Courtaulds, and Australian Investments, are producing their Bri-nylon 66, and are in the process of completing a Terylene (polyester) plant. Another plant to make monofilament nylon yarn, primarily for industrial use, is being constructed by Allied Chemical (Australia) Pty. Ltd., in Penrith, New South Wales. Courtaulds (Aust.) Ltd. has an acetate and viscose plant to produce high tenacity yarns.

There is, however, no production of fine spun yarns such as polyester/cottons, polyester/viscose, tri-lobal acetates, or slub yarns and fancy yarns. Import duties on these products are nominal although the U.K. enjoys a 7½ per cent advantage as compared with the United States. It is in this field that there are good sales possibilities for U.S. spinners.

About 2,000 looms in Australia weave synthetic fabrics. Most of these are basic staple and lining fabrics. The industry cannot afford to weave intricate novelties which require production runs too large to be supported by the Australian market.

Looms are mostly older British models, which are now being rapidly replaced with modern Swiss and U.S. looms. Although the Swiss looms are a few hundred dollars cheaper than the corresponding U.S. makes, there is a good chance to increase the sale of U.S. machinery through more imaginative salesmanship

KNITTING MACHINE: A circular knitting machine in operation at Dapco Pty. Ltd.'s knitting mill in East Brunswick, Victoria. The machine makes double knit, pique, fancy jacquard and relief patterns.

in those areas where U.S. machinery does a better job. U.S. firms would do well to have their principals visit Australia as frefuelnty as the European firms do. U.S. technicians should recommend machinery to fit the local situation.

Mills are running from 2 to 3 shifts and deliveries are slow, from 6 to 9 months.

Dyestuffs, equipment

Dyeing equipment in the woolen mills is for the greater part out-of-date, although there are some modern Australian-made installations, and some modern pressure-dyeing equipment. The cotton industry is not large enough to introduce range dyeing, but the opportunity to sell some of our latest U.S. equipment should not be far off.

Dyehouses are using substantial amounts of dyestuffs which are not produced in Australia, but are 100% imported. It is surprising that this important market has been almost completely dominated by Swiss manufacturers, who often carry stock to make fast deliveries. U.S. manufacturers should explore these excellent opportunities, particularly as the European dye manufacturers increased their prices across the board by 15% the middle of January.

The printing industry is rather small. There are a few machine-screen plants in Tasmania and near Sydney; however, the market is not large enough to sustain the greater runs required in roller printing. This restricts the Australian consumers to a limited selection of printed synthetics, as a high protective tariff almost prevents import of high-fashion synthetic textiles.

The duty is the result of pressure by a handful of synthetic mills which claim that their existence is being threatened by the influx of imports. Between 1960-61 and 1962-63 Australian production increased from 31 to 42 million square yards, whereas imports increased only from 23 to 27 million square yards. The Special Advisory Authority, however, was persuaded to declare a "temporary" or "emergency" duty pending final and thorough inquiry by the Tariff Board.

This duty is based on a complicated sliding rate. On a piece of goods selling at 50 cents f.o.b. in the States, there would be a duty of roughly 35 to 40 cents. The merits of the case of the synthetic weavers are being argued in a number of hearings, the first of which took place in Melbourne on March 18 and 19. The final hearing was scheduled to be held in Canberra the middle of April.

Driven away

At the first hearing, a group of importers showed that the lack of choice and the inordinately high cost to the consumers had driven the public away from synthetic woven fabrics into other fibers. In furnishing fabrics, for instance, people had gone into plastic coverings; in sleep wear they shifted from woven into knitted garments. It was further pointed out that 16 years of protection should have been enough for an industry to stand on its own feet.

There is no doubt that this duty increases the costs of woven synthetic fabrics to the Australian public, and deprives the fashion-conscious women of a wider choice of sophisticated fabrics.

Synthetic gray goods carry a low duty if they are used for printing in Australia. A Japanese producer just bought an interest in one of the few Australian printing plants.

The knitting industry is highly developed, and a number of circular and warp- and flat-bed-knitting mills produce fabrics and garments at popular prices. Some of the largest producers already have license arrangements with U.S. brands. There is a definite interest on the part of some medium-sized manufacturers of knitwear to enter similar license arrangements with U.S. firms.

Again, at the dyehouses of various

knitters, no U.S. dyestuffs were being used.

The machinery generally is modern German, which in some instances is 30 to 40% cheaper than comparable U.S. makes. U.S. machine performance was admired, but the machinery was considered too large and too heavy for Australian production.

Instructions help!

One manufacturer who had bought some of the latest and most modern U.S. circular knitting machines complained that they were shipped completely without instructions, and that it had taken many weeks to assemble them. Some Swiss and German manufacturers not only had sent detailed instructions, but also their own mechanic to assemble the products. Similar complaints were heard frequently. It was also pointed out that lack of readily available spare parts made it difficult to work with U.S. machinery.

Raschel and lever laces—for which the Europeans have introduced some more sophisticated ideas than their U.S. counterparts—are in demand. There is much room, however, for U.S. producers to increase their sales.

Chain stores

The Australian retail market is dominated by two department store chains—the Myer Emporium-Farmers Group, and the David Jones chain—which have stores in almost every major Australian city. Both groups are influential in setting the tone for fashions, which forces almost every garment manufacturer to work with either or both of them on their terms. Both groups have large and well assorted yardgoods departments. This business still constitutes about 40% of consumption of woven piece goods, although this percentage is decreasing with growth of the garment manufacturing industry.

There is no mail order business except for small catalogs issued by some of the department stores. This seems surprising in view of the immense distances.

A frequent complaint was that U.S. suppliers do not keep delivery promises, and do not follow order specifications. Packaging of piece goods and yarns, the mission was told, was sometimes inferior —cartons too large and too weak to withstand the long trip.

U.S. terms of f.o.b. mill present a problem as the customer never knows what the cost would be on a c.i.f. basis. U.S. manufacturers should quote prices delivered in Australia or on an f.a.s. basis.

In spite of these complaints and problems, there is a tremendous amount of good will and friendship for the United States among Australian business men.

On the threshold

By J. R. WIGGINS
Editor of The Washington Post

The nation of 11 million people which occupies the Australian continent is entering a new era—an era in which it seems certain to enjoy unprecedented economic growth and to exert rising political power in the Pacific.

J. R. WIGGINS

The pulse of the great continent-nation is plainly quickening and events are clearly shaping for it a role that could not have been foreseen 25 years ago. There are evidences of a new economic thrust in the great urban centers in which more than half of the Australians live. And there are signs everywhere that the country is becoming conscious of its potential political status in the Southwest Pacific.

A yeasty infusion

A vital factor in the rate of economic growth is the infusion of new Australians. Since 1945, Australia has absorbed 1.8 million migrants—about half from Britain and half from 30 other countries. The federal government has a target of 125,000 a year.

These newcomers are making a yeasty contribution to Australia—doing a lot of its heavy work, undertaking its skilled crafts and performing many menial services with the light hearts and cheerful countenances of people who are confident of better things when they get their stake.

They are giving Australia the social coloration of the United States at the height of its immigration from Europe—vastly altering attitudes toward work and jobs, profoundly revising a historic conservatism, richly diversifying the life of its urban centers. And it is one of the ironies of history that the first architects of this stepped-up immigration were the leaders of the Labor Party, historically in favor of restricting immigration.

The reorientation of Australia to the Pacific is the other profound change. A country once destinguished by the visibility of its bonds to England, by a pride in its English connection and by trade, credit and military dependence upon England is moving into an era in which it is facing its Pacific neighbors in a new way.

Acknowledgment

J. R. Wiggins, distinguished editor of the *Washington Post*, Washington, D. C., was not a member of the U.S. Trade Mission to Australia. The accompanying article appeared in the April 12th issue of the *Post* in a special section devoted to "Australia: Rising Pacific Power." Mr. Wiggins has described so well the present situation in Australia, that permission was requested (and granted) to include the article in this report.

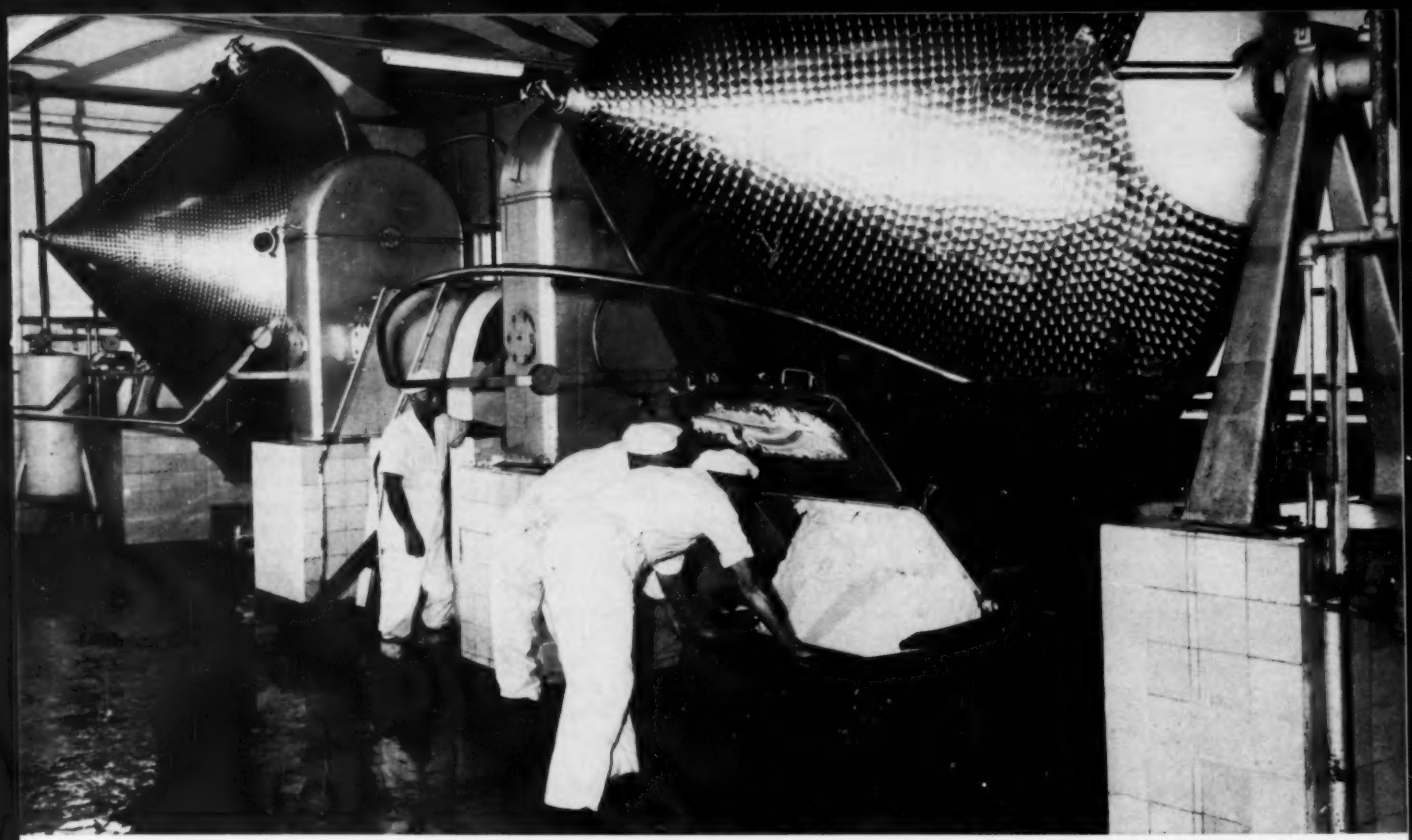
It is trading as much with Japan as with England; borrowing as much in the United States as in England. Almost overnight, its ties with its Pacific neighbors have multiplied while those with Britain —sentiment and affection apart—have slackened a bit. And it is another of the ironies of history that the architects of this new acceptance of the facts of geography are the leaders of the Liberal Party and the Country Party who have always stressed the historic ties to the mother country.

A lever of power

The sheer facts of life in the Pacific have transcended sentimental and romantic inclinations and have turned the emerging continent toward a destiny made inevitable by a strategic location fitting it to become a great lever of power in the Southwest Pacific. It may not be less loyal to Britain—no Australian would admit that it was—but it has become more identified with the culture and economy that are rising around the Pacific rim.

It is not saying less of its old destiny in the British Empire to say that Australia stands on the threshold of a new destiny in the Pacific. The pull of this Pacific future can be felt throughout the country.

It already has revitalized a once sluggish economy until it may set growth rate records in the free world. It has given government and politics a new excitement. It has given life in Australia a piquancy, a touch of high expectation, a fever of excitement appropriate to a land standing confidently on the threshold of a new destiny.



BIG CHURN-OVER: Workers are shown tackling the mammoth job of taking butter from the churns of this plant of Colac Dairy Co., Colac, Victoria.

Better packaging techniques called significant need of Australia's dairy industry

Consultant's return visit after 12 years shows economy has made great strides, but some fields seem neglected

By ELMER KLAPMEIER
Consultant, Blaw-Knox Co.
Buffalo, N.Y.

Since my first visit in 1952, I find Australia has made great strides in modernizing and mechanizing its agricultural and dairy processing industry. It has reduced costs by introducing labor-saving equipment. It has, through modern processing devices, increased product versatility.

The fact remains that there are some very substantial opportunities for the sale of American processing equipment. Packaging, distribution and marketing of agricultural products have not kept pace with the rest of the Australian economy.

One promising field is the marketing of fluid milk products. The transformation from small glass bottles to paper cartons of greater capacity has not taken place. Virtually all home-consumed milk is delivered in glass bottles of 1 imperial pint capacity (1.2 U.S. pints). It is estimated that the cities of Sydney and Melbourne alone represent a market of around 75 million pint-units monthly.

In these and other major Australian cities, supermarkets are multiplying. In most cases, these retail outlets do not merchandise fluid milk because they don't want to handle bottle returns. While the Australian housewife is accustomed to the daily call of the milk delivery man with his multitude of bottles, it is felt that persistent selling effort would induce her to change her buying habits to conform with more efficient milk distribution systems. In developing this potential, U.S. equipment makers have a powerful argument on their side: By modern carton-packaging, the sale of fluid milk in Australia could be greatly increased, to help absorb profitably some of the milk overproduction.

Homogenized milk

Another avenue for equipment sales is the introduction of homogenized fresh milk for home and commercial use. Homogenized milk is not offered through normal markets in Australia. One milk-treatment plant in the Sydney area prepares 780,000 units per day consisting of 580,000 pints, 30,000 half-pints and 170,000 one-third pints. Only 9,000 pints of this large volume are homogenized, principally for distribution to schools.

Fresh milk, to be dispensed in public eating places and in milk bars, is delivered in cans. A smaller container is filled from the supply can and stored in some convenient cooler. The individual glass served to the customer is filled with a dipper. Penetration into this market

Market profile—Australia

Geography: Area of 2,971,081 square miles, roughly size of United States excluding Alaska. Valuable deposits of coal, lead, zinc, copper, gold, silver, tin, tungsten, uranium, antimony, wolfram, bauxite, zircon, manganese, cobalt, and cadmium.

Population: 10.8 million (plus 40,000 aboriginals) at end of 1962. More than one-half of the people reside in State capitals of Sydney, Melbourne, Brisbane, Adelaide, Perth, Hobart, and Canberra.

Gross national product: $17.6 billion in 1963.

Agriculture: World's foremost wool producing country, it is also a leading producer of meats and dairy products and a principal wheat exporting country. Other grains, vegetables, and fruits also are grown.

Industry: Manufacturing employs about one-third of work force and produces about one-third of national income. Industries include iron and steel, motor vehicles, diesel-electric locomotives, earthmoving equipment, roller bearings, textiles and synthetic fibers, electronic equipment, plastics, cement, petroleum products and petrochemicals, household electrical appliances and other consumer goods, and food processing.

Transportation: More than 33,000 miles of railway tracks, which carry a yearly average of nearly 500 million passengers. Australia is dependent on shipping, the bulk carried in British ships. Australia has one of the biggest domestic aviation networks in the world. Air Service between Australia and overseas is provided by the Government-owned Qantas Empire Airways Ltd. and ten other international carriers.

Communication: Radio and television facilities consist of national services, programs for which are provided by the Australian Broadcasting Commission, and commercial services. As of June 30, 1963, there were 2,239,000 broadcast listeners' licenses and 1,655,000 television viewers' licenses in effect.

Exports: For the year ended June 30, 1963, exports totaled $2,410 million—with $450 million to the United Kingdom, $388 million to Japan, and $298 million to the United States. Principal exports are wool, meats, dairy products, wheat, barley, sugar, fruit, hides and skins, coal, ores and concentrates, iron and steel, lead, zinc and copper.

Imports: For the year ended June 30, 1963, imports totaled $2,422 million—$737 million from the United Kingdom, $515 million from the United States, and $145 million from Japan. Principal imports are petroleum, paper, stationery and books, timber, drugs and chemicals, motor vehicles parts and accessories, motive power machinery, metalworking equipment, electrical machinery and appliances, rubber and manufactures, piece goods and yarn, tea, and tobacco.

with refrigerated bulk dispensers should offer immediate sales possibilities.

The conversion from can milk pick-up at the dairy farm to bulk tanks has made some progress. An estimated 10% of the dairy farms in Victoria have installed bulk tanks, but in New South Wales only about 2% have converted. Dairy plants in some areas where cans are still in use maintain twice-a-day pick-up. With relatively high and increasing costs of trucking, the market for refrigerated and water-cooled farm bulk tanks should be considerable. U.S. know-how and experience in this field can be exploited through equipment export and by license arrangements. On one farm I discovered that a tank imported from the U.S. cost slightly less than a unit of local manufacture.

Treatment plants

The milk treatment plants, where milk is processed and bottled, are generally well equipped. They are under the control of the individual state milk marketing boards. The actual milk supply is purchased by these boards and allocated to the various plants for treatment and bottling. The distribution is accomplished through several depots which deliver the bottled milk to final users. Under this system, aproval of equipment by the board must be considered. All prices from farm to consumer are fixed. U.S.-designed equipment seems to be scarce and greater sales effort is mandatory if we are to hold even our present position. Apparatus in this category which seems to have the best sales possibilities includes equipment for bottle-washing and filling, refrigeration compressors, case-filling and stacking and carton-filling.

Australia is producing about 27 million pounds of milk powder and 35 million pounds of casein annually. During the past several years, production of casein has increased considerably under favorable export market conditions. The United States purchases 15 million pounds annually, Japan 11 million, and the balance is exported to European countries. Casein can be produced with relatively small expenditures for capital equipment as compared to dry milk. For this reason, overproduction of casein can easily occur, resulting in unfavorable prices. Most of the dry-milk processing equipment seems to be reasonably modern, but efficiency and versatility are lacking. To keep operating costs down and meet world market prices and quality, the newest evaporators and spray-dryers produced in the United States are needed and would seem to have a substantial market.

Little-known equipment

There seem to be special opportunities for the sale of equipment related to the production and packaging of dairy items that are not broadly known in Australia—whipped cream in aerosol dispenser containers, dried cream for hot drinks, concentrated whole milk for coffee, better "instant" products. There is a vast amount of cheese whey that can be converted into specialty foods. In many instances, equipment for these purposes could be effectively sold in combination with know-how and trademark licenses.

In our interviews with Australian businessmen, the need for better packaging and merchandising of local cultural products was frequently asserted. Requirements of domestic and export markets invite new packaging techniques and modern machinery. Manufacturers, importers, merchants all showed keen interest in U.S. proposals in these fields.

American equipment makers are likely to face solid competition from Japanese and European sources. However, respect for our long experience and know-how can give the U.S. a competitive edge.

ITALIAN TRADE GAP

Italy's January-November 1963 trade gap is reported at $2.3 billion, an increase of 85.4% from the first 11 months of 1962. Imports increased by 26.1% to $6.927 billion, while exports rose only 8.8% to a total of $4.627 billion.

'Now' is the time to join the more than 1,400 U.S. firms already established in Australia

Gaps in existing industry open way to U.S. participation; Government invites all investment conducive to growth

By EUGENE M. LANG
President, Resources and Facilities Corp., New York City

More than 1,400 U.S. companies are now established in the Australian market through subsidiaries, license arrangements or joint-venture associations. Nevertheless, some 250 proposals for new production projects arising from Trade Mission interviews during its 3-week stay in Australia indicate that the appetite of local industry for U.S. manufacturing know-how and related equipment is strong and vigorous.

The scope of opportunity in Australia varies greatly among industries and specific product lines. Based on informal Government statements to the Mission, there are diverse "gaps in industry" that offer particularly favorable possibilities for foreign companies to join Australians in establishing industries or extending existing activities.

These areas include: veterinary and agricultural chemicals; food machinery; industrial fans and blowers; process plant equipment (including grinding, mixing and blending machinery, crushing and screening plant, filters and separators, centrifuges and dryers, dust collectors); central heating equipment; special pumping units for corrosive, high-temperature and viscous materials; prepared and specialty food products; industrial controls; laundry equipment; packaging machinery; leisure time products (such as boats, guns, fishing reels); and smooth floor coverings.

Promising areas

Interviewed Australian businessmen outlined attractive opportunities in projects for the manufacture of air tools, construction equipment, variable speed drives, embossing foil and specialty laminates, aluminum and specialty building products, heavy-engineering process plants, industrial control valves and solenoids, plastic products, electrical switchgear, shot blasting equipment, pressed metal products, pumps for petroleum and chemicals, business machines and small computers (especially now that Australia is converting to a decimal currency), tape recorders, finishing materials and specialty paints, packaging equipment, vending machines, materials handling devices and scores of other items.

In presenting these indicated opportunities to the U.S. business community, the Mission emphasizes the "now" factor. The Australian Government is actively encouraging industry to expand. In a free enterprise climate, it welcomes, without discrimination, all foreign know-how and investment that can contribute to economic growth.

Australian businessmen generally desire, and in many cases are actively soliciting, U.S. associates who can supply know-how and equipment. However, they will not wait and possibly forfeit the permanent advantages that may be gained from Australia's present industrial surge.

Australia is eager to absorb its underdeveloped areas more effectively into its national economy. This requires a large population increase which must be supported mainly by job-opportunities of an expanded industry. Over the 10 year period ending in fiscal 1962, there was an approximate 23% increase in Australia's population and 70% rise in its manufacturing output.

A second factor in the dynamics of Australia's growth is a drive to increase industrial efficiency so local products can meet the competition of world markets. The Australian economy used to be substantially integrated with Commonwealth interest in terms of investment, equipment supply, products manufactured and markets served.

Industry, for the most part tooled to serve limited domestic needs, was relatively inefficient and expensive. It was also shielded by high tariff walls.

Nevertheless, combined with rich mineral and commodity resources, and with strict foreign exchange and import controls, it permitted Australia to develop one of the world's highest living standards.

Known all along

However, Australia has known for years that the Commonwealth system could not be relied on indefinitely to promote industrial growth and maintain economic equilibrium. Since the end of World War II, the Government has encouraged new industry to start and existing industry to expand. It has selectively stimulated a population influx that brought production skills, management talent and entrepreneurial ambitions.

Manufacturers were urged to modernized and increase "local content" of output by measures designed to attract foreign technical know-how and capital. Exchange controls were relaxed so that Australian and foreign businessmen could freely set up license and joint venture projects involving investment and interest of royalty remittances.

Beginning with 1962, Australian manufacturers were permitted to charge a 20% "bonus" deduction of the cost of new production equipment against taxable income in addition to usual depreciation.

Virtually all import restrictions and import licensing procedures were also abandoned. At the same time, many new tariff barriers were instituted to cushion local industries against competition of foreign suppliers.

The Australian Government also encouraged industry to develop its export potential by introducing 2 incentives. First, manufacturers were permitted to deduct 200% of all expenses incurred to promote overseas sales from taxable in-

Government representation

Venezuela maintains an Embassy in Washington, D.C. and Consulates in Baltimore, Md. (801 Keyser Bldg.); Canal Zone (Apartado 406, Colon, Republica de Panama); Chicago, Ill. (664 First National Bank Bldg.); Houston, Tex. (405 Main St.); Miami, Fla. (904-6 Ingraham Bldg.); Mobile, Ala. (118 North Royal Milner Bldg.); New Orleans, La. (1107 Queen and Crescent Bldg.); New York, N.Y. (600 Fifth Ave.);

Philadelphia, Pa. (401 Liberty Trust Bldg.); Portland, Oreg. (Builders Exchange Bldg.); San Juan, Puerto Rico (P.O. Box 1364); San Francisco, Calif. (821 Market St.); Savannah, Ga. (140 Bull St.).

The United States maintains an Embassy with consular services in Caracas, and Consulates in Maracaibo and Puerto la Cruz.

ASSEMBLING RADIO CONTROLS: Workers at the Hendon Works, South Australia, of Philips Electrical Industries Pty. Ltd., work on the assembly line.

come. Such expenses cover a broad range of items, including overseas travel, advertising, consultation fees, samples, quotations and the like.

Second, for each 1% increase of export sales above a certain base period (one half of exports from July 1, 1958 to June 30, 1960) Australian companies became entitled each year to a 12½% rebate of the 2½% payroll taxes for the year. The rebate is also applicable to suppliers of components for exported products.

Export conscious

Responding to Government stimuli, Australian manufacturers have become highly export-conscious and have broadened overseas markets, especially in the Far East and Southwest Pacific areas. In fiscal 1963, about 35% of Australian exports went to Asian countries which absorbed only 11% before World War II. Commonwealth countries took only 39% of exports against over 50% in fiscal 1959.

Manufactured products, as a component of Australia's exports in fiscal 1963, rose 7.5% over the comparable ratio for fiscal 1959, despite sharply increased exports of wool and foodstuffs.

These conditions have proved attractive to U.S. as well as Australian businessmen. Many feel that license and joint-venture relationships with Australian companies can enable them to tap oriental markets more effectively. Indications are that the substantial flow of U.S. investment has continued. U.S. direct investments in Australia are already well over $1 billion.

The Mission believes that the greatest opportunities offered by Australia's burgeoning industry for license and joint-venture collaboration still lie ahead. Despite accelerated retooling in recent years, much Australian production remains hobbled by admittedly old and obsolete equipment and by inefficient manufacturing techniques. The psychology of the Australian business community is outstandingly "go." It has the capital, initiative and Government support to translate this mood into action.

Both Federal and State Governments of Australia publish and freely distribute excellent and detailed facts related to existing industry and development needs. Trade Commissioner offices, located in New York, Washington, Chicago and San Francisco, actively seek U.S. associates for constituents back home. These offices are prepared to give corresponding attention to specific proposals from U.S firms.

The mechanics of negotiating an investment, license or joint venture impose no unusual problems. U.S. companies will readily find good rapport and solid response from their Australian counterparts in any worthwhile undertaking.

Despite generally pro-American attitudes, the Australian market for capital and license ventures is open equally to all foreigners. Australian businessmen are quite alert to the comparative values of technology and equipment, and they may be expected to respond to competitive influences.

Thus, in recent years numerous license and joint-venture activities were established with foreign associates in Germany, Sweden, Switzerland, Italy, Holland and Japan. The latter, having become Australia's largest export customer, is likely to play an increasing role in the growth of Australian industry.

Australian control or, at most 50-50 ownership, is much preferred. However, foreign ownership or control, on a subsidiary or any other basis, may freely be accomplished. Neither the Government nor the Exchange Control authorities of the Reserve Bank interpose obstacles. Nevertheless, the sentiment for local ownership participation and control deserves respect.

Unlimited

Australians also do not want to be unduly limited in the franchises granted to them under licenses, or which are to be served by joint-ventures. Traditionally, the Commonwealth system has restricted the flow of Australian-made goods to the local market and, occasionally New Zealand. However, export incentives and the need for broader markets to maintain an efficient industry no longer permit many Australian enterprises to accept narrow trading areas.

Local preferences are divided between licensing and the joint-venture approach to the use of foreign technology. The larger Australian company, which is usually publicly owned, seems well disposed to accept licenses. The smaller company may prefer a joint-venture, partly to conserve or augment capital but, more often because there is comfort in having the foreign associate "in the same boat," as a minority or equal partner.

Most new manufacturing projects in Australia must reckon with tariff regulations. If the project is designed to introduce a product not made in Australia and which is being imported with little or no duty, the possibility of obtaining specific tariff protection is open. It is Australia's policy to afford "reasonable and adequate" protection against import competition to "economic and efficient" industries.

The procedure for seeking such protection starts with an application to the Department of Trade and Industry in Canberra. If the Department feels that a *prima-facie* case supports the request, the question is referred to the Tariff Board. The latter publicizes the request and conducts a public inquiry, at which all interested parties may testify.

Tariff Board recommendations as to if and how much protection should be given rest largely on whether it deems the new activity to be "economic and efficient." It also must take into account Australia's obligations under GATT and its trade agreement with England.

In determining "economy," the Tariff Board considers broad questions such as market size, possibility of expansion, use of local resources, effect on consumer costs and whether the new venture will assist other industries to develop. To estimate "efficiency," comparison is made between local and imported costs and prices, and between the activity concerned and other similar activities.

Waiting period

The decision making process takes about 12 months. The applicant must convince the Tariff Board that the request justifies favorable action. The amount of tariff protection that the Tariff Board, if favorably disposed, is likely to recommend may be estimated from duties applied to comparable types of products already produced in Australia. These fall mostly between 30% and 60%.

An application for tariff protection usually is considered only after a new venture is in operation. Regulations permit advance consideration if the Government

regards it as in the national interest. However, no recent instance of such advance action is known.

To guard a local enterprise while its application for tariff protection is being considered, procedures for temporary tariff protection have been established. Upon application, the Department of Trade and Industry promptly seeks and evaluates information submitted by interested parties (local industry, importers, or representatives of supplying countries). Should the request be endorsed, it is passed along to a Special Advisory Authority which must make its recommendations within 30 days. If favorable, temporary protection goes into effect while the Tariff Board is considering the permanent rate.

Unless an earlier termination has been specified, the temporary rate ceases to operate not later than 3 months after the Tariff Board's final report. Relatively few requests for temporary tariff protection are now being filed and most applications are rejected.

Although tariff protection is a strong incentive for overseas firms to invest in Australia, it is risky to create a new enterprise on the assumption that tariff protection will be granted. The risk tends to diminish if it can be conclusively established that the enterprise is filling an admitted "gap in industry" with an "efficient and economic" operation; that it will use only local resources or components, and will replace imported products while providing demonstrable export potential.

Few measure up

The Mission saw no license and joint-venture opportunities that fully met all of these qualifications. By the same token, the facts surrounding most protective tariff decisions also fall short of these combined conditions.

Perhaps more important than protective tariff procedures to new manufacturing ventures is the "By-law" system of Australian tariff regulations. This system provides for the admission, free of duty or at concessional rates, of goods normally subject to protective levies, provided "suitably equivalent goods" are not produced or cannot be made "reasonably available" in Australia through local production.

This system can substantially determine the attraction of a new manufacturing activity. Without a "By-law" concession the cost of capital equipment may be increased by the 55% tariff usually applied. Product costs can be similarly affected if essential components must be imported. (Another article in this issue of INTERNATIONAL COMMERCE explains the "By-law" exemption procedure).

The Australian tariff structure, and its "By-law" provisions should be studied in relation to any contemplated venture. For this purpose, it may be well to consult with a qualified Australian customs agent who regularly deals with tariff and "By-law" problems of many clients. The Mission spoke with a number of these specialists and was impressed with their "feel" of administrative attitudes of Customs officials and with the experienced aid they offer in dealing with specific tariff questions.

VOLKSWAGEN PLANT: An assembly line in Melbourne, Victoria. Australia is a supply point for Volkswagen (Australia) Pty. Ltd. for the entire Far East and South East area, as it is for many other firms.

Tariff considerations do not seem influenced by the desirability of alternative supply sources or by the extent of competition within an industry. In fact, Australia has no meaningful anti-trust legislation. Monopolistic or semi-monopolistic conditions prevail in many product lines without evoking serious public concern.

A Restrictive Trade Practices Bill is currently being proposed by the Government. However, opinions expressed to the Mission indicated that, if enacted, the law would not significantly modify Australia's policy of protecting established enterprise. As one official put it, "We're glad to have you Yanks come under our protectionist 'umbrella' and stir up competition with your modern equipment and techniques."

The Australian Government offers no special inducements to attract new industry, but each of the 6 states has a program to promote industrialization. The departments directing these programs collect facts concerning local economic and business conditions. They usually have competent technicians who can furnish expert survey and planning assistance, and one has an office in the U.S.

They may also undertake to finance or build new factory facilities, offer freight and power concessions on state-owned services, or provide housing for personnel. They may pay training subsidies for labor and subsidize the cost of transporting capital equipment and making special installations.

U.S. manufacturers interested in coming to Australia should consult with all the major state industrial development offices.

Special incentives

To encourage broader economic and population distribution, most state development authorities offer special incentives for the establishment of new industries outside the main urban centers. The special opportunities and advantages that so-called "country centre" factory locations can obtain have been worked out in useful detail.

Some states have prepared particularly comprehensive brochures describing their regional development and decentralization programs. These are readily available.

The question of transportation can be quite important. The country's markets are separated by wide distances, and there are virtually no navigable rivers. Regular coastal shipping is non-existent, even though the major cities are seaports.

The road network is reasonably good but in many areas reflects the limited

needs of sparse population. Road-building has been primarily a state concern, but the Federal Government encourages highway construction through a financial support program.

Trucking facilities are readily available although loads are restricted by highway and other conditions. Air transport has grown rapidly and Australia's basic logistical difficulties are reflected by its world leadership in freight-ton miles flown per capita.

Railroad development has suffered from differences of rail gauges utilized by the various state-owned systems. It is only about 2 years since the first uniform-gauge rail link was established between the 2 prime markets of Melbourne and Sydney. Factory rail sidings are few and are not readily available to new industry.

These transportation factors make distribution costs in Australia relatively high. Cargo often requires extra handling and reloading. Time in getting goods to some markets can be excessive. Thus, freight and transport aids that regional development officials may offer new industry can be extremely valuable.

Labor is generally skilled, but currently in short supply. The standard workweek is 40 hours but overtime is frequent and often a factor in attracting workers. Turnover of factory personnel, especially in urban centers, is high and is estimated by some to average more than 50% annually. About two-thirds of Australia's 4 million-plus work force is unionized.

Basic wage rates for different skills and job classifications are set by State or Federal industrial tribunals and are normally reviewed each year. These rates are supplemented by over-award payments, special allowances and overtime. The income of the average Australian worker is slightly more than half the U.S. level. In addition, he receives relatively liberal social service and vacation benefits.

Needs no approval

A license or joint-venture agreement may be freely signed by the parties and requires no Government approval. However, it must be submitted to the Exchange Control Section of the Reserve Bank of Australia for ratification of terms involving foreign capital investment, and interest and royalty remittances. Since 1960, the policy has been to grant prompt approval.

Remittances of royalties and interest or dividends, or the repatriation of capital, are taken as a matter of course, but before each remittance it is necessary to submit an application to the Reserve Bank. Approval is normally immediate and routine. It has, reportedly, never been refused.

The application procedure is maintained merely to have the mechanics of exchange control if Australia's financial position should ever become critical. However, in past "critical" circumstances the flow of remittances under then existing agreements was never interrupted; only the foreign exchange aspects of new investment and license undertakings became subject to careful scrutiny.

Australian corporate or "limited" forms are either "proprietary" or "public" companies. The former restricts the right to transfer its shares, limits the number of shareholders and prohibits any invitation to the public to subscribe for shares or debentures, or to deposit funds. A "public" company is any "limited" company which is not proprietary. It can solicit capital funds from the public.

Companies may be incorporated in any State or Federal territory of Australia. All states and Territories follow a substantially uniform company law. Companies must register in each state in which they do business but there is no compelling reason for incorporating in one jurisdiction or another. Companies incorporated in the Capital Territory of Canberra avoid some of the stamp and corporate charges that States are entitled to levy.

Developed markets

Capital markets for public companies in Australia seem well developed. There are active stock exchanges in all major cities. The process of raising capital through public offering is effective. Underwriting is generally less complicated and is carried out at lower cost than in the U.S. Australian commercial banks through various forms, reportedly offer capital funds and credit facilities on a relatively long term basis.

Income taxes in Australia are imposed only at the Federal level. Proprietary companies pay a 25% tax on the first $11,200 of taxable income and 35% on any taxable income in excess. There is a further 50% tax on retained profits which are deemed excessive. Resident public companies are taxed 35% of the first $11,200 of taxable income and 40% on excess profits.

Public companies are not subject to undistributed profits assessment. The purchase of companies with loss carryforwards is commonly done in Australia as a means of reducing income tax liabilities.

Employers also pay a 2½% payroll tax on the gross amount of compensation paid out in excess of $23,296 per year. In recent years this tax has been recouperable as an export incentive.

Dividends paid by Australian companies to U.S. tax-paying residents, corporate or individual, are subject to a maximum of 15% withholding tax, provided they maintain no permanent establishment in Australia. Royalty remittances under license agreements are, generally speaking, subject to income tax withholding at corporate tax rates.

However, tax laws permit a division of royalties between technical services and royalties, which can permit tax savings. Interest remittances are subject to 40% income tax withholding. There is no tax on capital gains.

Tax convention

A convention for the avoidance of double taxation is in operation between Australia and the U.S. and each grants a credit for income tax paid in the other country. The tax data given above is intended only to indicate the relative impact of Australian tax regulations on points of general interest. Tax regulations, and provisions of the tax convention with the U.S., are comprehensive in detail and should be studied in the context of any contemplated enterprise.

Patent and trademark regulations of Australia are well-defined and recognize the International Convention for the protection of industrial property rights. They are patterned after British law and procedures. Patent applications are subject to examination. If allowed, they have a 16 year life from filing date.

U.S. manufacturers often fail to realize that Australia and New Zealand are separate and individual nations. Accordingly, patent and trademark protection must be sought independently in each country. The technical sophistication of Australian industry is also noteworthy. Unless know-how involved in the production of a product is particularly complex, established patent values are quite important in negotiating manufacturing licenses.

Perhaps the most attractive areas of opportunity, which may involve the fewest complications, relate to license and joint-venture associations built around existing enterprises seeking to extend their activities or to make current operations more efficient. There are many small and even large Australian manufacturers who are eagerly seeking this sort of foreign association.

At all levels of private business and Government, the Mission was made to feel that the "welcome mat" is out for U.S. enterprise, know-how and equipment.

However, with the Australian industrial community ready, able and eager to move ahead, the Mission emphasizes that the best time for U.S. businessmen to respond is now.

Guatemala's exports at 10-year high in 1963; several new plants open

Trade with Central American neighbors jumps substantially; proposed Insurance Code may bar foreign insurance firms

Preliminary estimates by the Bank of Guatemala for 1963 show a sharp reduction in the trade deficit, with exports rising to the highest level in the last 10 years. At just under $140 million, exports were almost $25 million higher than in 1962. Imports also increased sharply, to about $145 million.

While export earnings were increasing, Guatemala also moved toward greater export diversification. The relative importance of coffee as an export crop declined from previous years, accounting for only 55% of total 1963 exports, compared to 62.5% in 1962. The value of cotton shipments rose sharply, and there were moderate increases in banana exports.

Meats, sugar, and essential oils became important exchange earners, each accounting for more than 3% of total exports.

The U.S. supplied 48% of all Guatemalan imports for the first 9 months of 1963. Germany remained the second most important supplier, with 10.2% of the total.

Central American trade up

There appears to have been a notable upswing in Central American trade during the first three quarters of 1963. The actual magnitude of this increase cannot be determined, however, for Guatemala's 1962 statistics on trade with Central America are believed to be understated. In the first 8 months of 1963, Central America accounted for 5.5% of all exports from Guatemala, having a value of $6.3 million. During the first three quarters of 1963, Central America supplied $8.8 million or 7.5% of Guatemala's imports. Of this trade, 72% was between Guatemala and El Salvador.

The industrial sector's contribution to 1963 gross national product is estimated to have grown by 11%, mainly in food processing, textiles, clothing, and chemicals.

During the last quarter of 1963, nine firms with a combined capitalization of $2.2 million received classification as "new industries" by the Ministry of Economy, while three firms with a combined capitalization of $390,000 were awarded "existing industry" status.

This marked a sharp increase in the awarding of these designations under the Industrial Development Law which entitles firms to certain customs and other tax exemptions.

The largest single investment planned was that of Shell Oil Company for an insecticide plant in Retalhuleu. The next largest was a plant to produce decorative plastic sheets. Other investment applications approved covered cosmetics, woolen clothing, leather bags, electrodes, furniture, yeast, a cotton gin, and a flour mill.

A noteworthy event was the inauguration of a modern margarine plant on the outskirts of the capital, with a reported capacity of 900,000 pounds of margarine a month, and an investment of over $1.2 million.

In December, foreign insurance companies operating in Guatemala became alarmed at news that a new draft of a proposed insurance code contained a clause prohibiting agencies or branches of foreign insurance companies and forcing them to form national corporations. The code has been submitted to the Council of State, and it is hoped that adjustments will make the code palatable to both foreign and national companies now operating in Guatemala.

During the first 11 months of the 1962-63 coffee year (October-August), Guatemala exported 1.6 million bags of coffee, an increase of 15% from the previous year. The National Coffee Association reported that coffee exports during the entire 1962-63 coffee year totalled 1.7 million bags with an estimated f.o.b. value of $80 million. This would represent a $9 million increase in foreign exchange earnings from coffee in 1962-63.

The harvesting and ginning of the new cotton crop, delayed from 2 to 3 weeks by heavy and unseasonal rains, began in mid-December. It was estimated that the rains resulted in a loss of about 32,000 bales of cotton. Cotton production in 1963-64 is currently expected to total 275,000 bales, down 10% from earlier estimates but still 14% above a year earlier.

The 1963-64 sugar grinding season, which was delayed by rains for about 15 days, began during the latter part of November. The mills hope to recover this loss of time by running the mills at full capacity and possibly extending the grinding season. Sugar production in the 1963-64 season (November-October), is estimated at 160,000 short tons, an increase of 13% from 1962-63. Guatemala is expected to have 70,000 short tons of sugar available for export during 1964, as compared with 54,000 in 1963.

Some of the capital involved in this expansion has come from outside the country, but much of it has originated in Nicaragua and is an expression of confidence in the country's future.

The Central American Common Market has had considerable influence on Nicaragua's industrial growth. A market with 10 million potential customers is much more attractive than one with 1.5 million.

Nicaragua has a good reputation for financial stability (the cordoba was made freely convertible last April) and greets potential investors with enthusiasm. Nicaragua also has one of the best payment records in Latin America.

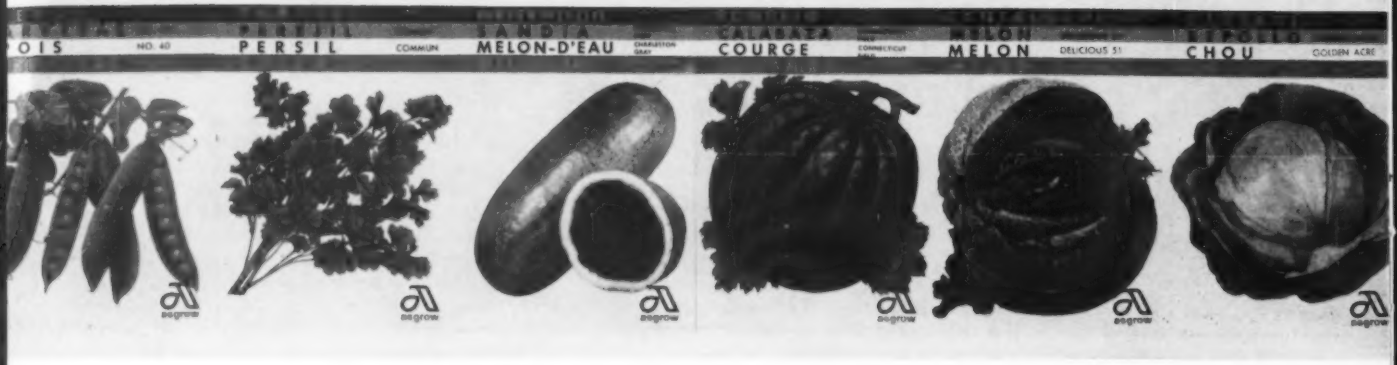
Cotton, coffee, meat and sugar made up approximately 70% of Nicaragua's exports in 1962 and will be the most important factors in a prosperous 1964; level of business activity depends on the weather and on the world market situation those commodities. Crops in 1964, however, will be generally very good, and world prices favorable.

Turkish development plan outlines import needs

Investments of $1.26 billion are tentatively scheduled under the 1964 Annual Development Program for Turkey, according to a report by the Turkish State Planning Organization. Imports of capital goods are listed at $270 million for the year.

The report includes a detailed analysis of investment and import requirements, foreign trade and production and demand estimates by industry. The manufacturing sector will require the largest amount of imports—approximately $125 million—with the metallurgical, chemical, and textile and clothing industries requiring the largest amounts of imported goods.

A limited number of booklets describing the 1964 Annual Program and the First Five Year Development Plan are available from the Near East-South Asia Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D. C.



How does a garden grow?

108-year-old firm reaps international harvest in production of vegetable seed

By JAMES ROURKE
Staff Writer

The impatient gardener and the impatient businessman have a lot in common—they plant tomatoes Saturday afternoon and expect to pick a salad for Monday's lunch.

The gardening businessmen of Asgrow Seed Co. International, who literally plant tomatoes around the world, consider themselves fortunate sometimes if they can harvest the first crop at the end of two years.

But when the garden grows—and it could be almost anywhere on the globe—so does the money tree.

Asgrow International, with headquarters in Milford, Conn., is a child of New Haven's Asgrow Seed Co., which has been in the commercial production of vegetable seed since 1856.

'Anybody can'

"If we can successfully export a line like this, anybody can export," says International's president, Kendall Redfield.

KENDALL REDFIELD

"We sell regularly in 80 countries, directly to food processors and importing seed wholesalers. We're supplying them with seed bred and produced primarily for the U.S. processor, who's a very critical fellow on matters of uniformity, yield, shape of fruit, sugar content, whatever it's supposed to have."

Producing vegetable seed, the firm works in 40 to 50 species of plants—tomato, cabbage, peas, pepper, bean, onion, to name a few—and, among these species, about 1,400 varieties.

As Redfield points out, not every variety and not all species will grow in just any spot in the world. Peas, a cool-weather plant, won't grow in the tropics. There also is the problem of plant diseases, exotic ailments unknown to plant scientists.

It all depends

"There's a good deal of cut-and-try in this business," Redfield says. "And trials take a long time—at least one growing season or, if the weather has been poor—too hot, too cold, too wet, too dry—it may take two seasons. So an unusual amount of patience has to be exhibited while we are trying to find out which species and varieties do well in a given location."

The firm has a staff of 20, with Redfield and general sales manager Kenneth

CARRY ON: Porter in Baghdad delivers shipment of vegetable seed to store serving Iraqi farmers. U.S. exporter relies on camel caravan to transport product to primitive markets in Middle East.

M. Kelley among the most active. Kelley recently returned from a 25,000-mile jaunt through South America. Redfield is preparing for an end-of-June trip to Africa to develop new markets. The firm also is negotiating with seed growers in about 20 countries to start production of such important fodder crops as hybrid field corn and hybrid sorghum.

Rarely does the company breed and grow plants indigenous to any one country. ("The southeastern parts of Asia have rather exotic things we've never seen before," Redfield says.) But experience with these plants is put to good use.

"Suppose we're looking to breed a certain disease resistance into a tomato," Redfield says. "Our plant scientists might know that up in the Andes there's a runty tomato plant, still existing in spite of disease. They would set it out, grow it, examine it for what it did, then cross it into higher-bred varieties to impart the disease-resistance factors."

The old business

The seed business is one of the oldest in the world, Redfield says. "The last time I was in the Near East, I noticed that the distribution of seed in Iraq and Syria wasn't much different than a thousand years ago. It goes into the back country by camel."

Asgrow stepped into the international market in 1927 with a small export department as part of its domestic operation. After World War II, the exporting company was formed. In 1945, international business was 7% of Asgrow's total. This year, Redfield says, international business is 17% of the total "and the sights continue to be raised."

He adds:

"In talking with many domestic business executives over the years, I have noted one point in common with almost all of them. They shy at what they consider to be the complexity of exporting.

"My reply is that it's no more complex than many routines a company encounters in its domestic business and that it's worthwhile setting up for.

"Lots of companies say export is fine for other companies 'but our line isn't adapted to it'. Asgrow could have used that very nicely as an excuse."

DURABLES GO ABROAD

New export orders placed with durable goods manufacturers (excluding motor vehicles and parts) amounted to $707 million in February 1964, an increase of 13% over the January 1964 level of $625 million and 6% more than a year ago.

Geisha gossip turns teahouse into bourse

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

TOKYO—The guests, except for two Americans, slipped with gazelle gracefulness into shoes and the geishas with the charm of the Miss Universe pageant were standing on the freshly scrubbed, glistening floor in cool cleanliness. In a moment, as the group left, they bowed low, almost prostrate.

Two Cadillacs, as large as sumo wrestlers in this lilliputian nation, moved to transport those departing the Wakabayashi teahouse in the Akasaka district. Jinrickshaws, the only man-propelled vehicles in Japan, waited in shadows, for geisha customs are both ancient and traditional and girls arrive for appointments in this antique vehicle of the Middle Ages, its top covered with tan canvas to prevent the sight of curious, but with tiny tinted isinglass slits that permit an outward view.

This occurs in a small thoroughfare bursting with a pulse of color, the odor of seasoned foods, in a frantic frenzy of luxury automobiles pushing through a good many citizens of the world's largest city who casually walk the street.

More business transpires daily in Tokyo's 200 geisha restaurants than on many U.S. stock exchanges. Here, important decisions are made that affect the country and its economy, for leaders of Japan are frequent guests, using the private rooms to meet at ease and to gain access to geisha gossip.

"These girls," laughed a wealthy Japanese host, sitting cross-legged on an antiseptic yellow tatami, "read only financial pages. They know more about stocks than anyone in Japan. Here they entertain nightly for leaders of business and government. This isn't a teahouse; it is a bourse.

"It is also Japan's influence-peddling lobby."

One moment a guest is recipient of javelin looks of tenderness from a Japanese doll, wrapped in a thousand-dollar gown, and the next he is conversing about business with his host. One second he is served rice wrapped in seaweed, while the girls hide giggles behind their hands at his chopstick awkwardness. Little Yumeko or Eiryo will daintily pick up the wooden implements. "Baby," one says, "I feed you." Then the guest, now after his sixteenth thimbleful of sake, is discussing the price of giblets.

This is a way of relaxation, normally impossible in other Japanese environments, and things here may be said and never done, but in a country so bound by custom and correctness that the book of etiquette has 672 pages devoted just to the proper way to give and wrap a gift, in this atmosphere they may get said.

Anyway, this beats an office seven ways to Sunday.

The restaurants where 800 honor-bright, cross-your-heart Tokyo geishas appear are familiar to many American businessmen. They are almost never visited by tourists and few Americans could make a reservation. The food is delicately shaped, fashioned and served in a dozen or so courses. Besides exotic vegetables, raw fish of several varieties, and perhaps a small one cooked whole, there are interesting oddments like shrimp, beheaded a moment before, which the geisha with giggles at a foreigner's shock causes to move on a plate by tickling before they are eaten, still alive.

Geisha entertaining has been going on a long time. It plays a part as big as Mt. Fuji in Japanese commerce.

WORLD PORT, WORLD VIEW: Personally greeting delegates, Mayor Ralph S. Locher said the size and enthusiasm of the 19th Annual Cleveland World Trade Conference pointed to vast possibilities for Cleveland as a major port. Opening speakers included Owen Fairweather (second from l.), S. J. Rundt (third from r.) and B. Robert Sarich (far r.). Conference officials at table are L. A. Pomeroy, R. A. Steudel, H. M. Griffith and E. J. Kysela.

500 prospectors meet

Overseas trade routes 'paved with gold,' Cleveland conference is told

By STANLEY LICHTENSTEIN
Staff Writer

CLEVELAND—The day was variably cloudy with indifferent visibility, but the nearly 500 businessmen assembled in the Pick-Carter Hotel April 23rd could see around the world. "Look Overseas for Profit" was the theme as they deliberated, sweated, workshopped, brainstormed, and banqueted their way through the day-long 19th Annual Cleveland World Trade Conference.

To at least one speaker, the rising international tide in American business represented a turn-about. Neil C. Hurley, Jr., chairman of the National Export Expansion Council, President and Chairman of the Board of the Thor Power Tool Co., and columnist for INTERNATIONAL COMMERCE, said:

"This nation once was accustomed to immigrants seeking to live within our boundaries because they believed the streets had been paved with gold. It is a reversal that interested parties like you and me should now be suggesting that the trade routes of Europe and the Americas are paved with gold for those manufacturers who go across the oceans."

The 1960's, Hurley observed, are going down in history as the period in which American business significantly began shifting its outlook "to the faraway horizons of international trade." He said the shift is showing up in "the kind of figures I like" but could be even more impressive if businessmen in this country would identify with American influence abroad. "Government has been creating pleasant feeling for the United States in many lands," he declared, "but the State Department should not have to lead by the hand this country's industries to show producers how to take sales advantage. . . . Aid to emerging nations has no American patent, but comes from many other major countries, including China, and diplomatic and financial arrangements are continually made between nations. The difference is, unlike U.S. industry, the day after a diplomatic arrangement foreign businessmen are on the scene."

Three continents

A searching eye was cast at Latin America, Europe and Africa by opening-session speakers.

S. J. Rundt, head of the international business consultants' firm which bears his name, said that moves towards a Central American common market are among the most hopeful signs in the mixed, sometimes discouraging picture presented by Latin America. In areas of upheaval, he urged that the United States keep the door open for recognition of de facto governments.

The European Economic Community's impact on U.S. trade was examined by Owen Fairweather, Chicago attorney and industrial relations specialist. He questioned the thesis that the uptrend in European wages will readily offset any pricing disadvantages of American firms competing in foreign markets. According to Fairweather, percentage figures on wage rises in Common Market countries may be misleading because in absolute terms American wages remain considerably above Europe's. In the United States, he contended, productivity should rise faster than wages for some time to come.

American businessmen should take a closer, country-by-country look at Africa, Conference delegates were told by B. Robert Sarich, deputy director, Africa Division, Bureau of International Commerce. "Most of the newly independent countries of Africa," he said, "have undertaken programs to advance the rate of economic progress; new urban communities are springing up and large-scale development projects in mining, industry and agriculture are under way under the impetus of sustained infusion of foreign funds. . . . The American business community should be fully aware that past patterns of African production and trade are being drastically altered and that this is the time for vigorous sales efforts. . . . The contribution of American business to African development is keenly sought by African countries and it is an encouraging sign that many have enacted investment codes designed to encourage private foreign investment."

Pittsburgh traders hear how to serve country, selves

Goldy asks businessmen to complain about obstacles to trade; better communications emphasized at April 23 conference

By ARTHUR P. McDERMOTT
Staff Writer

PITTSBURGH—President Johnson's Export Expansion Coordinator has given Pittsburgh exporters an object lesson in how to help their country, while at the same time piling up increased profits on overseas sales.

Daniel L. Goldy told the 18th annual Pittsburgh World Trade Conference that many of the trade barriers hindering U.S. goods are still in effect because American businessmen have not complained vehemently enough to get corrective action. "Many export lags come right down to the U.S. business industry never being interested enough in exporting to demand that they be remedied," he said.

Goldy also called increased exports the key to the U.S. unemployment problem. "There's no unemployment abroad because these countries export 10-35% of their gross national product (GNP). Despite the Government's export expansion drive, we shipped only 3.8% of our GNP abroad in 1963," he said.

The National Export Expansion Coordinator asked U.S. businessmen to furnish him with "specific instances" of lost trade opportunities, either through barriers erected abroad or by fumbling and delay somewhere in the domestic end of the export process. He needs concrete cases with which to approach the agencies, both domestic and foreign, which have the power to remedy situations which are prejudicial to U.S. trade interests, he said. "Just write to Daniel Goldy, Commerce Department, Washington, D.C. It'll get to me."

Must communicate

Other speakers at the April 23 meeting stressed the need for better communication between U.S. exporters and their overseas customers. President James A. Drain of Joy Manufacturing said that businessmen's failure to even try understanding local customs in order to communicate more effectively seems arrogant to many foreign customers. "I consider our biggest failure in Latin America to be the failure of U.S. businessmen to learn Spanish. We simply can't go around the world insisting that everyone 'Do this my way—and buy from me'."

Peter G. Schmitt, Vice President of Westinghouse Electric International, called the handling of orders and sales correspondence a "particularly critical" area where communications often break down. "Everyone in the organization, from the President on down, devotes a major part of his time to getting the order. Yet if we are not properly set up to service such orders we may end up wasting everyone's time and efforts," he said.

"The U.S. sales correspondent may have only one crack at the foreign recipient of his message. He must not only get his message across clearly but also project the desired image of the company, and his letter can often lose or gain an order or a friend."

Mythbreaker

Mr. Schmitt also scored the "prevailing myth that U.S. exporters are losing ground in the European Common Market and other similarly sophisticated markets. This is simply not true. EEC statistics show that U.S. exports to the Community have increased 80% since 1958, while EEC exports to the U.S. have increased only 54%, and this favorable balance is increasing. Last year U.S. exports to the Common Market were worth $5 billion, twice as much as the value of U.S. goods coming this way."

Conferees also heard small businessmen describe case studies of their firm's export experiences. Mr. Joy pointed out that smaller companies increased their share in the total U.S. trade effort from 28% to 42% between 1960 and 1963.

Grant L. Thrall, Chairman of Ballagh and Thrall of Philadelphia, outlined how a combination export manager functions in Pennsylvania, and L. R. W. Soutendijk discussed the effect of future European political events on U.S. trade. He was pessimistic about the outlook for U.S. agricultural exports to the EEC.

A panel session on export financing rounded out the program.

NFTC announces dates of 1964, 1965 conventions

Dates for the 1964 and 1965 conventions of the National Foreign Trade Council have been set in advance in order to make it easy for interested persons to "plan ahead."

The 51st National Foreign Trade Convention will be held Monday, Tuesday and Wednesday, November 16, 17 and 18, 1964, at the Waldorf-Astoria Hotel, New York City.

The 52nd NFTC convention will be held Monday, Tuesday and Wednesday, November 15, 16 and 17, 1965, at the Waldorf-Astoria Hotel, New York City.

Brazil trying to come back from difficult 1963; U.S. exporters face competition, trade barriers

Must improve foreign exchange position to buy needed imports; U.S. exporters must match competitors' credit terms

By EDWARD J. BASH
Commercial Attaché
U. S. Embassy, Rio de Janiero

The coup d'etat in Brazil and the inauguration of President Castello Branco, elected by Congress to serve the remainder of President Goulart's term has resulted initially in increased confidence among the Brazilian business community.

EDWARD J. BASH

The new President's inaugural address was moderate and democratic in tone, indicated support of private enterprise, and emphasized the intention of the Government to stress economic and social development while attacking inflation.

The Government is faced with many pressing problems, chiefly controlling the internal inflationary spiral and renegotiating the heavy outstanding foreign indebtedness.

Once the financial policies of the Administration are clarified, changes will probably be made in the laws and regulations governing exchange transactions, including those involving the import trade.

Political controversy, economic difficulties, drought, flood, frost and forest fires combined to make 1963 one of the most difficult years Brazil has experienced. An analysis of 1964 and its prospects must begin with a look at 1963.

Nature, which has endowed Brazil handsomely with natural resources, seemed to turn on the country with vengeance. Rio de Janeiro and Sao Paulo are heavily dependent on hydroelectric power and lack of rain brought reservoirs near the industrial centers to unprecedented lows, necessitating power rationing and cuts. Knowledgeable individuals are predicting the continuation of daily power cuts through much of the year in Rio and Sao Paulo.

The drought also created conditions for a huge fire in the State of Paraná, where farmers were driven from their homes, small towns burned, and great damage done to the State's lumber reserves. Nature also dealt Paraná and its neighboring state, Sao Paulo, a blow when frosts in their coffee regions combined with drought to greatly worsen 1964 harvest prospects.

While drought and frost were the order of the day in one part of the country, the huge nation was suffering from an excess of rain in other regions where floods damaged property and agricultural crops.

In January 1963 the Government presented the Triennial Plan for financial stabilization and economic development. However, the plan encountered complications as the year progressed and was largely set aside.

While the Government took other measures, these were not sufficient and preliminary estimates by the Getúlio Vargas Foundation place the growth rate, which averaged approximately 6.5% from 1950–61, at less than the 3.5% registered in 1962. GNP will probably show a loss in per capita terms. At the same time the cost of living in the State of Guanabara (containing Rio de Janeiro) rose 80.6% during 1963, compared with a rise of 52.7% in 1962.

Brazil's foreign exchange position is of special concern because, without substantial improvement in this area, the nation will be unable to expand imports of needed and desired items. The chief unknown in the foreign exchange equation is the outcome of negotiations which Brazil has begun with the nation's large-scale creditors. If the hoped-for improvement in Brazil's business climate occurs, increased trade opportunities are expected to develop.

Export conscious

The Government also has undertaken programs designed to increase Brazil's exchange earnings overseas with a special eye on the Latin American Free Trade Area and the European Common Market (items of special potential are beef and iron ore, and manufacturers to LAFTA countries). The exchange position is related to the frosts and drought in Sao Paulo and Paraná, for these generally disastrous events helped boost world coffee prices, giving the nation vitally needed foreign exchange.

The amount of foreign exchange available for imports in the coming year will largely depend on coffee prices and Brazil's success in obtaining relief from its foreign creditors. Brazil will probably be able at least to maintain its import volume of the past year.

Although a nation may have cash on hand to buy needed items, there is no guarantee that it will buy from the U.S. The competition of aggressive, dynamic and flexible West European and Far Eastern firms that are entering the Brazilian market with increasing success may crowd U.S. firms out of part of their present market share.

In addition to foreign competition, exporters to Brazil also face Government-erected barriers. These include 100% prior-deposit of local currency equivalents for the import of many essential

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

items; 200% pre-deposit for "luxury" items; the "Law of Similars" which prohibits Government entities from importing items for which Brazil has production capabilities; exchange regulations that permit equipment and machinery imports only if financing terms of a minimum of 7 years are available (including a 2-year grace period); and tariff regulations.

Though Brazil's industrial plant is the largest in Latin America, it can no more exist without trade than any other nation in the world. Being a developing nation, the country has some needs that surpass those of other nations. It is in these markets that opportunities are offered and in which the U.S. businessman is finding increasingly stiff competition, though the U.S. has retained a fairly steady proportion of the Brazilian market in recent years.

Bilateral pacts

No account of the Brazilian market would be complete without some mention of the nation's numerous bilateral trade agreements. Though representing less than 10% of Brazil's total trade, these agreements do give the trading partner special advantages over third countries. At the present time Brazil has such agreements with Bulgaria, Communist China, Czechoslovakia, East Germany, Hungary, Poland, Rumania, and the Soviet Union, along with a few countries of the free world: Denmark, Greece, Iceland, Israel, Portugal and Turkey.

Though groups within the nation hold great hopes for the possibilities of developing markets among the Iron Curtain Nations, these have not materialized as envisioned and Brazil is presently in the position of being a creditor to the better developed nations of Eastern Europe. This situation resulted from Brazil's building up extensive credits in the Bloc nations through exports without being able to find enough goods to liquidate such credits, though the nation is receiving petroleum, petroleum products and other goods. Recently the Soviet Union's inability to supply promised wheat to Brazil has provoked new discussion of the real potentials of East Europe as supplier and market.

Competition's techniques

Sometimes it is simply their ability to supply at lower prices that gives competitors an advantage over U.S. suppliers. However, in several cases other nations have taken greater shares of the market through pure aggressiveness, flexibility in meeting Brazilian specifications, or using Portuguese on labels and instructions.

Still another reason, and a very major one, is the favorable terms offered by our competitors who give more advantageous financing and at times are willing to include the financing of local costs. In fact, there are cases where U.S. exporters who could supply at a lower price than competitors did not make the sale because they could not meet the customer's financing needs.

Where to look

The would-be exporter to Brazil must check carefully before entering the market. Light industrial and consumer goods are excluded as the Brazilian industrial plant is well equipped to handle domestic demands in these items and is anxious to obtain overseas markets for such products.

On the other hand, there is a wide variety of materials, machinery and goods that the nation needs, and, if it has the resources, will want to buy from abroad.

The nation is trying to expand its agricultural production and exploit its minerals potential and needs the tools to accomplish these tasks. Aircraft parts and supply are also an important market in a nation with an extensive air network.

Other areas of interest include: hydroelectric and thermoelectric power plant equipment; heavy agricultural equipment and road and other construction machinery; cutting and shaping tools and dies for metalworking; steel mill products; aluminum, copper, lead and zinc ingots, pigs, bars, and cakes; heavy pumps; electrical and non-electrical industrial ovens and furnaces; machinery and supplies for chemical, rubber, paper, and other industries; wood pulp, newsprint, other printing paper and machinery; books; mineral and chemical fertilizers; industrial chemicals and raw products; insecticides for agriculture; coal, coke, and briquettes; heavy hoisting machinery; and large electric motors.

U.S. is top UAR import supplier; trade outlook continues bright

Imports competing with domestically produced goods barred, but noncompetitive U.S. goods are in strong demand

By ROBERT J. BUSHNELL
Commercial Attaché
U.S. Embassy, Cairo

The U.S. has been the principal supplier of United Arab Republic imports for several years. Although surplus agricultural products sold for local currency under Public Law 480 have comprised the largest part of its sales to the UAR, the U.S. is still the primary supplier of UAR imports even if agricultural products are excluded.

ROBERT J. BUSHNELL

It is difficult to say, however, whether growth of imports from the U.S. can continue in 1964. The best estimate at present is that U.S. exports to Egypt should continue at approximately the recent levels of $235 million per year.

The principal obstacle to U.S. exports is the foreign exchange shortage of the UAR. Trade will be facilitated if credit can be offered on a competitive basis with that extended by European suppliers and as loans may increase the UAR ability to import.

U.S. goods wanted

There is a strong demand for virtually all U.S. products and American equipment continues to enjoy an excellent reputation. The UAR earns substantial amounts of foreign exchange which should permit competitive purchases from the U.S. especially since U.S. products have recently become more competitive in price as costs elsewhere have risen, particularly in Europe.

Investments by U.S. companies may be stimulated by the investment guarantee agreement concluded in June, 1963.

A recent agreement with Kuwait, under which loans equivalent to $98 million have been arranged, should ease the current financial difficulties; and a new stabilization program under negotiation with the International Monetary Fund may,

OFFLOADING: Some of the 250 diesel-electric locomotives valued at $54 million which the UAR has ordered from General Motors arrive at Alexandria.

when concluded, also open trade opportunities for U.S. exports.

U.S. assistance to the United Arab Republic under Public Law 480 should amount to approximately $160 million during fiscal 1965. This permits foreign exchange which would be used to buy foodstuffs to remain available for industrial and other imports.

U.S. exports have been clearly facilitated by past U.S. loans both for projects and commodity imports and it is clear that increases or reductions in the amount of such assistance will affect the trade level.

Changing import pattern

The combination of the great demand created by the development plan, and the scarcity of hard currency has necessitated a major change in the pattern of imports. In addition to strict licensing controls on imports, a priority system has been established whereby licenses are granted only for industrial development requirements and essential consumer goods.

At the present time about 450 items (approximately one-half of those listed in the UAR Customs Tariff) are not allowed to be imported at all. The list includes, among other items, passenger cars, cotton and wool textiles, linens, furniture, hosiery, cosmetics, cigarettes, and floor coverings.

A growing range of products is now being manufactured or assembled in Egypt, and imports of these items are usually prohibited when local fabrication begins.

Goods now produced in the UAR include air conditioners, refrigerators, automobile tires and batteries, sewing machines, bicycles, railway wagons, steel furniture, and structural steel. The market prospects for finished consumer goods are therefore not bright.

Still plenty of business

In spite of the difficulties, however, there is a great deal of business to be concluded in Egypt. Opportunities for large sales of industrial machinery, electrical equipment and capital goods are plentiful, and as hard currency becomes available from the Suez Canal (which earns over $160 million a year) or from cotton or foreign credits, the purchase orders are signed.

Since importing can only be done by governmental organizations, the size of individual orders has increased to the point where multi-million dollar sales are commonplace. Several U.S. firms regularly export more than $5 million worth of goods annually to Egypt.

Some of the trade opportunities now available to U.S. firms (if and when financing becomes available) are the following:

★ Tender for reclamation of 312,000 acres near Port Said, estimated to cost between $250 million and $300 million, of which a large portion will be for earth-moving equipment, pumps, and irrigation requirements.

★ Tender for new railway (with rolling stock) and highway to be constructed between Helwan Steel Mill and Bahariya Oasis iron deposit. Estimated cost—$50 million.

★ Requirement for 1,000 trucks (12-15 ton capacity) and 1,000 trailers (15 ton gross weight), needed by the Egyptian General Organization for Inland Transportation.

★ Complete equipping of 100 hospitals during next Five Year Plan (1965-1970).

★ Five forward scatter and UHF telecommunications projects.

★ Tenders for complete plants required by Five Year Plan Organization:

☆ Particle Board Plant
☆ Kraft Paper Plant
☆ Polyacrylonitrile Fiber Plant
☆ 17 Cold Storage Plants
☆ Air Separation Plant

Items with good current export potential in relation to market need, competitive conditions, and possibility of obtaining import licenses, are:

▲ Construction, excavating and mining machinery
▲ Equipment for the petroleum industry
▲ Lubricating oils
▲ Automobile spare parts
▲ Trucks (of certain sizes) and spare parts
▶ Power generating equipment
▲ Commercial refrigeration equipment
▲ TV components
▲ Industrial chemicals
▲ Plastic raw materials
▲ Pharmaceuticals
▲ Agricultural insecticides
▲ Scrap iron
▲ Office accounting and computing machines
▲ Leaf tobacco
▲ Tinplate
▲ Wood pulp
▲ Pesticides
▲ Irrigation equipment
▲ Heavy truck and tractor tires and tubes
▲ Textile machinery and equipment
▲ Diesel engines
▲ Scientific and laboratory equipment

The UAR market merits serious consideration by U.S. businessmen. There is a large demand for U.S. products, a strong reserve of good will towards American businessmen, and a very favorable attitude toward U.S. equipment. If the U.S. exporter has the patience to study the market carefully and learn the new trading procedures instituted during the past few years, he may find the results of a "hard sell" campaign well worth the effort.

World Bank loan aids North Peruvian port

The World Bank has loaned Peru the equivalent of $3.1 million to construct a new port at Paita, the main harbor of northern Peru. The new port will have a deep water jetty capable of handling 4 ocean vessels simultaneously and provide for the efficient handling of up to 3 times the present volume of traffic.

The dredging contract has already been awarded, after international competitive bidding, and contracts for the rest of the project will be awarded on the same basis.

The project also includes the adaptation of existing sheds, warehouses and other buildings to port use, the construction of maintenance facilities, a new road approach to the port, roads and utilities in the port area, and the purchase of modern equipment for cargo handling, workshops and fire fighting.

The project will be carried out by Direccion de Administracion Portuaria, with the assistance of consulting engineers. The total cost is estimated at the equivalent of $5 million. The Bank loan will cover foreign exchange requirements.

U.K. going through transition, installing more central heating; show scheduled in Trade Center

Demand for some form of central heating expected to triple by 1972; air-conditioning slowly increasing in popularity

Things are getting hot in the United Kingdom—for residential heating.

The country is going through a major transition in this field. The local heating industry has shown a phenomenal rise in recent years, according to a recent market survey, and central heating—domestic, commercial and industrial—has reached the break-through point.

Demand growing fast

Most new buildings are expected to contain some form of simple or sophisticated central heating, using oil, gas, coal or electricity, and current demands for these units could easily triple by 1972.

This and other conclusions were reported in the survey, undertaken in connection with the heating, ventilating and air conditioning equipment show scheduled Sept. 1-11 at the U.S. Trade Center in London.

U.S. manufacturers are invited to exhibit. Merchandise to be shown includes:

All heating, ventilating and air-conditioning equipment, associated components and control devices for hot water, steam, and warm air systems using coal, oil, gas, and electricity as energy sources.

Equipment for residential central heating and commercial, institutional and industrial heating and air-conditioning should be given special emphasis, the survey reported. This specifically includes furnaces, hot water heaters, baseboard heaters, heat pumps, airconditioners, air purifiers, and combination heating-cooling units.

The recent market survey also pointed out that:

- Central heating installations jumped from 150,000 in 1959 to 1,250,000 in 1963. Nearly half were conversions in existing dwellings. More than 5 million houses are yet to be converted. Residential construction will add more than 300,000 units to the annual conversion rate of 125,000 units, for a total of more than 425,000 units annually.

Additional information concerning shows scheduled for U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

- Warm-air systems appear to be much more popular than hot water or steam.
- Air-conditioning is beginning to find buyers in the U.K., primarily in the commercial and institutional areas. Sales emphasis is generally on climate-control and air purification rather than on cooling. Many British buyers are interested in air-conditioners which will also clean the air.
- Considerable interest in heat pumps and various types of combination heating and cooling units has been found in hospitals, restaurants, hotels, office buildings, beauty shops, retail stores, and cinemas.

At the moment, less than 15% of the 7 million private owner-occupied homes in the U.K. have central heating. It is probable, nevertheless, that within 15 years this equipment will become standard for more than two-thirds of the new homes. At the same time many owners of existing homes will continue to convert.

Still in infancy

Air-conditioning, while recognized as necessary for commercial buildings, is only in its infancy in the U.K. and will require considerable education of architects, engineers and builders, as well as the public, before it is generally accepted.

The growth of this industry is largely restricted to commercial and industrial buildings. The relatively cool climate there does not lead to installation of air-conditioning in homes.

Good opportunities for installation of air-conditioning reportedly exist in the large hospital building and remodeling program underway in the U.K. Beauty parlors are also experimenting with these units.

The U.S., for many years recognized in Britain as the leader in the development of heating, ventilating and air-conditioning equipment, can obtain a significant share of this growing market with the proper promotion.

Competition in this market has largely been confined to British producers, with imports of heating equipment amounting to about 2% of the market in 1962.

1,100 see opening of women's fashion show in Bangkok

Visitors to Trade Center event enthusiastic over show, theme

The Women's Fashion Bazaar, now underway at the U.S. Trade Center in Bangkok, drew over 1,100 visitors on the April 8 opening. They reportedly were enthusiastic about the show and product theme.

Thirty-five participating companies and export agencies are representing 58 U.S. manufacturers—with 38 of them new to the market and seeking agents or distributors—at the April 8-May 1 show. Apparel, cosmetics and beauty aids, and salon equipment are being emphasized.

A photographic report of the Bazaar appears on the next page.

Visitors during the first week totaled 6,953, with 2,085 reported as trade visitors. Sales figures are as yet unavailable but initial indications were highly favorable.

First reaction of the exhibitors without agents, but who are receiving orders and inquiries direct from local firms visiting the show, was "highly pleased."

At least 10 local firms have requested immediate agency agreements for eight U.S. firms.

The Bazaar is the first consumer goods show to be sponsored by the Bureau of International Commerce in the Bangkok Center. Thailand represents a potential ready-to-wear market of 2 million women. In addition, the country has over 2,000 beauty parlors now operating.

Fashion show in Bangkok

The Women's Fashion Bazaar at the U.S. Trade Center in Bangkok opened April 8th and closed May 1st. Buyers from many stores in the Southeast Asia area attended, placing orders for beauty aids, beauty parlor equipment, and U.S.-made sports, casual and fashion apparel.

AID authorizes $70 million loan to Turkey for purchase of selected U.S. commodities

Loan meets U.S. consortium pledge to finance goods necessary for Turkey's industrial, agricultural development programs

A $70 million U.S. loan to Turkey to finance purchases of selected commodities and equipment from the U.S. has been authorized by the Agency for International Development.

The loan, which will pay for goods required for Turkey's industrial and agricultural development, will meet a U.S. pledge made at a January meeting of the consortium for Turkey sponsored by the Organization for European Cooperation and Development.

All of the funds from the AID loan must be spent in the U.S. Commodities expected to be purchased include industrial machinery and equipment, yarns and manufactured textile fibers, iron and steel products, motor vehicles and parts, lubricants, chemicals, rubber and rubber products and other goods.

During the year ended June 30, 1963, Turkey purchased more than $92 million worth of commodities from the U.S. with AID financing. The principal items imported were industrial machinery and equipment.

Technical support funds

An agreement setting forth the terms and conditions for the loan was signed in Ankara. One provision will require the Turkish Government to deposit up to about $8 million worth of Turkish currency for the support of technical assistance projects in Turkey sponsored under the AID Development Grant program.

Credit under the AID loan will be made available in two installments of $30 million and $40 million. The Turkish Government will in turn make the dollar exchange available to Turkish importers by issuing import licenses allocating specific amounts for specific commodities.

The Turkish Government maintains strict controls over the use of available foreign exchange resources and over the physical import of goods, so that imports will be determined by the priority needs of the economy, in accordance with Turkey's Five-Year Development Plan, now in its second year.

The AID loan will be repayable in dollars by the Government of Turkey over a period of 40 years, including a 10-year grace period. Interest of ¾ of 1% will be charged during the grace period, and 20% the remaining 30 years.

1965 AID programs

The Agency for International Development has released detailed information on proposed AID programs on a regional and country basis.

Copies, priced at 70 cents, can be purchased from the Superintendent of Documents, Government Printing Office, Washington, D.C.

The information comes from a summary presentation of this year's request for $3.4 billion in new appropriations to conduct economic and military assistance programs during fiscal year 1965.

This is the first unclassified presentation to provide detailed information about proposed AID programs on a regional and country basis. About three-fourths of the 210-page volume is devoted to regional and country-by-country accounts of development projects and of AID activities and proposed programs.

U.S., Viet-Nam amend Food for Peace agreement

The U.S. and Viet-Nam have amended a Food for Peace agreement to provide financing for the sale of an additional $360,000 worth of dairy products.

The value includes certain ocean transportation costs. Payment will be in Vietnamese piastres.

The new program, negotiated under Title I, Public Law 480, provides for $190,000 worth of dry whole milk (about 331,000 pounds); $40,000 worth of nonfat dry milk (about 551,000 pounds); $110,000 worth of anhydrous milk fat (about 220,000 pounds); and $20,000 (estimated) for ocean transportation costs.

Signing of this amendment brings the total value of Title I programs with Viet-Nam to about $120 million. Title I shipments since the beginning of the program in 1960 have included more than 67 million pounds of condensed milk, 400,000 pounds of evaporated milk, 66,000 pounds of dried whole milk, 320 million pounds of wheat flour, 920,000 hundredweight of rice, 170,000 bales of cotton, and 29 million pounds of tobacco.

Exim bank, AID lend $44.5 million to firm in India

Companion loans will help finance major fertilizer plant construction

A private Indian firm will receive a total $44.5 million in loans from the Export-Import Bank of Washington and the Agency for International Development to help finance construction of a major fertilizer plant in India.

Loan agreements have been signed with Coromandel Fertilizers, Ltd., of India—a firm formed by two U.S. firms, the California Chemical Co., a wholly-owned subsidiary of Standard Oil Co. of California, the International Minerals and Chemical Corp., of Illinois, and an Indian firm, E. I. D.-Parry, Ltd.

Shares in the new company also will be sold to the Indian public.

The Export-Import Bank loan totals $27 million for purchases of U.S. materials and service. The foreign currency loan from AID in Indian rupees has a dollar equivalent of $17.5 million.

The new plant will be located at Vizakhapatnam, a deep water port midway between Madras and Calcutta on India's east coast.

Construction of the new plant will take about three years with commercial production expected to start in 1967. The installation will be a major industrial undertaking for the area and will employ over 700 people.

Japan revises tariff rates

Government measures reflect changes in customs policy; temporary rates extended

The Japanese Government has revised its customs rates on over 100 tariff items. The new rates became effective April 1.

An analysis of the tariff changes reflects increases in effective rates for 20 items, decreases for 41 items, abolition of tariff quotas on eight items, establishment of new tariff quotas for two items, and extension of temporary rates for 45 items. In addition, changes from ad valorem to specific rates were effected for two items, and a dual rate system of ad valorem or specific, whichever is the higher, was established for two items.

Through expiration of temporary rates and reversion to basic rates on 22 items, increases in rates were effected in nine additional instances, (seven for GATT countries) and decreases in 13.

Reversion to basic rates of duty involves increases in seven cases—butadiene; methane-hydro peroxide and diiopropyl-benzene-hydroperoxide for the manufacture of synthetic rubber; methylvinylpyridine; optical bleaching agents, mainly composed of alpha-beta-di (benzoxaxaryl-2) ethylene compounds; co-polymer of acrylonitrile-methylvinyl-pyridine, wood, sawn lengthwise, sliced or peeled but not further processed, of more than 5 mm. thickness of luan, kuruin, merusawa, other dipterocarapaceae; steam boilers with capacity of 650 to 1,100 tons per hour. Decreases were effected in 13 cases—pyrethrum extract; amalgams of precious metal; amalgams, n.e.s.; tartaric acid; citric acid; woolen and worsted yarn, not put up for retail sale, yarn count less than 30-s; yarn of fine animal hair, not put up for retail sale; knitted or crocheted fabrics of man-made fibers, containing more than 50% by weight of synthetic or acetate fiber; certain fuel delivery pumps; air valves and bodies thereof for bicycles; plastic slide rules; profile projectors.

Varying rates

In two instances, the expiration of the temporary duty brings an increased basic rate into effect but involves no change for GATT countries—steam turbines with a rating less than 360,000 kw. but not less than 200,000 kw.; and electric generators with a rating under 360,000 kw. but not less than 200,000 kw. Duty free treatment will be extended for another year on certain machinery; powdered skim milk for the school lunch program; articles for atomic power research; aircraft and parts; fuel oil for agriculture, forestry, fishery use; crude oil for manufacturing fertilizer, gas; catalysts for petrochemical manufacture; garbage incinerators. Allowance for refund of duty will be permitted on gasoline used as raw material for petrochemicals and fuel oil for electric power industry and other use.

The increase of duty on beef from 10% to 25% should result in little change in the total import charges on beef. The Livestock Industry Promotion Association has been collecting 30 yen per kg. (about 15% of c.i.f. price) from importers for use in promoting the domestic livestock industry. This fee is expected to be eliminated. With the new duty, the Ministry of Finance collects the additional 15%.

Poultry duties increased

The increased duty on fresh and frozen poultry from 10% to 20% is expected to affect adversely sales of U.S. poultry. The tariff increase followed an increase in imports of U.S. frozen poultry from 626,000 lb. in 1962 to 3,700,000 lb. from January through November 1963. Total imports from the U.S. during 1963 reached 7,300,000 lb. Despite the sharp increase in imports, domestic marketing was not disrupted. Prices to domestic producers held at or near record highs as did wholesale and retail poultry prices. At the end of the peak holiday marketing season, stocks of domestic and imported poultry had been exhausted.

Continuation of the 10% duty on magnesium clinker (excluding seawater magnesite) does not affect the U.S. since the item is GATT bound at duty-free. However, most U.S. exports of magnesia clinker are of seawater magnesite (oxides, hydroxides, peroxides of magnesium, n.e.s.), on which the 10% temporary duty imposed during Japanese fiscal year 1963 is extended. The U.S. Government maintains that seawater magnesite was bound duty-free under GATT together with all other magnesia clinker, a claim disputed by the Japanese. Consultations under GATT on this matter are scheduled to take place this year.

The temporary rate effected for naphtha for petrochemical use is a moderate 69.4 cents per kiloliter and represents a significant reduction from the prohibitive $5.97 basic rate. This reduction reflects the temporary shortage in Japan of naphtha for petrochemical use and should provide additional export opportunities for U.S. oil companies.

Only a few of the tariff changes on chemical imports affect U.S. exporters. Of possible interest are methane-hydroperoxide and diisopropyl-benzene-hydroperoxide for manufacturing synthetic rubber. The rate is now 20% instead of the former temporary duty-free rate. The 20% duty on camphor was replaced by a tariff quota with a primary rate of 8% and 30% secondary rate; methyl mercaptan, 20% basic rate replaced with temporary free rate; and tert dodecyl mercaptan for manufacture of synthetic rubber, free rate to expire September 30, making the 20% basic rate applicable thereafter.

The increases in basic rates on color film and sensitized color paper from 30 to 40% and 25 to 40%, respectively, are in preparation. Imports of color film and paper from the U.S. are already at a marked price disadvantge in competing with domestic products. Local representatives of U.S. firms expect the added duties to have seriously adverse effects on U.S. exports of color film and paper to Japan but are uncertain of the net effect when considered in conjunction with liberalization.

Effects on U.S. exporters

The temporary elimination of the 7.5% duty on newsprint seems unlikely to be of assistance to U.S. exporters faced with a small group of purchasers in Japan.

Decreases in effective rates on plain and rib knitted or crocheted fabrics of synthetic fiber from 30% to 25% and on figured knit fabrics of most fibers from 35% to 25% through expiration of the temporary rates may be helpful to U.S. exporters.

Unalloyed copper ingots continue under the tariff quota system at the same duty rates as in Japanese fiscal year 1963. While imports at the primary rate remain free of duty, importers of quantities brought in under this rate will continue to be assessed 8 cents per kilogram for a "rationalization" fund used to improve the domestic non-ferrous mining industry.

Duties on ingots

The change in effective rate on brass and bronze and other copper alloy ingots represents only a 1/12 cent per kilogram increase (taking into account the 8 cents per kilogram required to be paid to a rationalization fund by importers under the free primary rate in Japanese fiscal year 1963). The effect of this change on U.S. exporters is not likely to be significant.

The increase in duty on the following nickel items is expected to have a somewhat adverse effect on U.S. exporters of these items: increase from free primary rate under tariff quota to a new basic rate of 6 cents per kilogram for specified nickel foil, powder and flakes; an increase from 10% primary rate under tariff quota to a new basic rate of 20% for tubes, pipes and hollow bars of "monel" metal; an increase from free primary rate under tariff quota to a temporary rate of 83 cents per kilogram for electro-plating anodes. In each case of rate increases for nickel items, the primary rates were the effective rates in Japanese fiscal year 1963.

The reduction of the temporary rate on aluminum ingots from 15% to 13% is expected to be of some interest to U.S. exporters, although Canada is Japan's principal source of aluminum.

The introduction of sliding scale tariff rates for lead and zinc ingots permits the rate to increase from zero, theoretically, to infinity as the price of the imported item decreases. By this system, the Japanese Tariff Council apparently seeks to cushion the domestic industry against the effects of price declines in international markets. The changes in rates of duty for lead and zinc ingots are of limited interest to the U.S. as Japanese imports of refined lead and zinc come largely from other sources.

The increase from a 15% to a 20% rate on boilers probably will not affect U.S. exports of this item which have been almost entirely confined to large units purchased as prototypes. Similarly, the increase from 15% to 20% on electrical generators will not have too great an impact on U.S. exports of large generators. Such units purchased as prototypes have constituted the bulk of U.S. electrical generators exported to Japan in recent years. The impact of the increase under liberalized conditions on exports of smaller units is less clear. All electrical generators except those from 200,000 to 400,000 kilowatts are under Japan's restrictive import controls.

The GATT rate of 15% still applies to electrical generators combined with prime movers other than steam turbines. However, since the bulk of U.S. exports of electrical generators to Japan are combined with steam turbines, the new rate of 20% would apply to most U.S. exports of this equipment.

The replacement of a 25% duty with a 15% temporary rate on specified horizontal boring machines, vertical jig boring machines, internal grinding machines, surface grinding machines, and broaching machines should be helpful to U.S. exporters. With the exception of the surface grinding machines, these items have already been liberalized. Trade sources believe that domestic machine tools in the above categories are in no position to compete with imports. The reduction of tariff rates on these items obviously reflects increased consideration of the interests of Japanese industries using machine tools.

Tariff information available

The tariff revision on electronic computers represents increases in the size of computer and the speed of auxiliary equipment subject to tariff rates. Smaller computers and slower printers and memory devices were already subject to import duties but other computers and related equipment were duty-free. The new rates leave only the biggest computers and fastest auxiliary equipment free of duty. The import duties at the low end of the equipment scale have seriously affected U.S. electronic computer exports to Japan. However, it is believed that the rates on the intermediate equipment will still leave U.S. exporters in a competitive position on such items.

Decreases in rates on fuel delivery pumps for filling station use, profile projectors and lower priced watches and watch movements are also of possible interest to U.S. exporters.

Detailed tariff information on specific commodities is available from the Far Eastern Division, OIRE, BIC, Department of Commerce, Washington, D.C., 20230.

Colombian property taxes assessed by self-valuation

Rural land owners to estimate, declare value every two years

Owners in Colombia of rural properties larger than 100 hectares (1 hectare equals 2.471 acres) or with present cadastral value of more than $2,004 must estimate and declare the current commercial value of their properties every two years.

The first such self-valuation was required to be filed by last February 29, stating the value at the end of 1963. Taxes, beginning with 1963 taxes, will be assessed on the basis of these self-valuations.

Decree 2895 of November 1963 provides that the price paid for land purchased or expropriated by any governmental authority may not exceed the valuation established by the owner. However, it exempts from excess profits tax increases in value resulting from this revaluation. The decree establishes special procedures for modifying the cadastral valuations of properties to be acquired by the government when the property has been improved following the latest valuation and also modifies procedures for valuation of smaller rural properties.

A copy of the decree is available on a loan basis from the American Republics Division, Bureau of International Commerce, Washington, D.C. 20230.

Forest exploitation tax established in Paraguay

The Paraguayan Council of State announces a tax on the exploitation of forest products from private lands of 8, 9, and 10 Guaranis per cubic meter of logs removed, depending on species, 15 Guaranis per beam, and 10 Guaranis per post (126 Guaranis = US$1.00).

The Institute for Rural Welfare (IBR) will receive the proceeds and has been given blanket control over the exploitation of logs, lumber, and yerba mate. It will prescribe necessary regulations for the control and administration of forests.

Export promotion, defense highlight India's restrictive import policy

Small-scale industry to be major beneficiary of 1964-65 policy; fuller utilization of present industrial capacity contemplated

Measures to permit fuller utilization of existing industrial capacity and to meet requirements of export promotion and defense, highlight India's still-restrictive import policy for the fiscal year which began April 1.

Except for some liberalization in quotas for small-scale industries, the overall foreign exchange allocation for established importers and actual users continues at about the same level as in the preceding fiscal year, with changes in priorities designed to achieve a more adequate flow of essential raw materials and components to existing industries.

Quota Items

Established importer quotas have been increased for 17 essential items and an additional 14 items have been made eligible for import by actual users. Counterbalancing these increases are reduced allocations for a number of items now considered as low priority goods. A major beneficiary of the new policy is the small-scale industry sector, for which the allocation for raw materials and components is expected to increase by about one-third, to nearly $34 million.

The scope of annual licensing has now been extended to cover all imports except raw cotton, raw jute, raw wool, cashew nuts, capital goods, heavy electrical plant, jute machinery, textile machinery, and plant, machinery, and equipment requirements of a non-recurring nature. Annual licenses continue to be subject to the condition that only 50% of the value can be utilized in the first six months of the licensing year; however, small value licenses (up to $1,050) can be utilized in one lot. For the excepted items listed above, applications will be considered only on the basis of actual requirements as they occur.

The foreign exchange allocation for imports by established importers and actual users under the quota system represents only about one-third or less of India's total imports. Not covered by the quota system are such imports as PL-480 foodgrains and imports made on Government account or on the basis of ad hoc licenses issued for special categories of goods like steel, capital goods, and petroleum.

Items for which enhanced quotas have been provided for established importers are: steel belt lacing (other than alligator type); grinding rollers, dead or traverse; machine cloth; bottled penicillin and its preparations; anhydrous dextrose, excluding preparations; homeopathic medicines; arms and ammunition; cartridge cases, filled and empty; liquid paraffin; surgical instruments, apparatus, and appliances not made mainly of rubber or glass; and certain automobile parts, namely shock absorbers, thin-walled bearings, starter motors and parts, generator/dynamo alternators and parts, voltage regulators, oil seals, and ignition coils and parts.

Imports of five items—highly polished zinc sheets, oxalic acid, rubber chemicals, component parts of knitting, hosiery, and embroidery machines, and silk and artificial silk goods for medical use—formerly importable by both established importers and actual users are banned in the current policy, with the exceptions that actual user applications for rubber chemicals and component parts of knitting, hosiery, and embroidery machines will still be considered. In addition, established importer quotas have been reduced by amounts ranging from 10 to 50% on the following items: dental surgical instruments, apparatus, and appliances; filter paper; carbon brushes, all sorts; dash board instruments; speedometer cables; motor vehicle filter-cleaner assembly; and nickel catalyst.

Licenses available

Additional items for which actual users may now receive licenses are: certain asbestos manufactures; packing engines and boilers; steam, pneumatic, and hydraulic packings for all machinery; ready-made boiler packing; ring travellers; machine cloth; sperm oil; blanc fixe, rubber blankets for printing presses and cloth processing machines; industrial, natural, and synthetic diamonds in all forms, including diamond grit and powder; gas black, thermatomic black, acetylene black, and carbon black, also including lamp black; phenol formaldehyde resinous sheets, tubes, rods, and other materials; polyvinyl formal and polyvinyl acetate; and vanadium pentoxide catalyst. Additionally, actual user licenses for motor vehicle parts will now be available to industries and institutions owning a fleet of 25 vehicles or more for the transport of their own goods. Formerly, this facility was available only to fleet owners running public transport services.

Relatively few changes in customs duties have been instituted for the current fiscal year. Increased duty rates are imposed on high carbon and spring steel wire, caustic soda, and dried fruits; the export duty on jute is eliminated. The customs surtax of 10 percent of the assessed customs duty is continued in effect until March 31, 1965.

Excise taxes raised

In addition to basic customs duty and surtax, imports into India are assessed a "countervailing" duty equivalent to the excise tax levied under the Central Excises and Salt Act on the same or similar articles produced in India. For the current fiscal year, excise taxes have been raised on dispersed organic pigments, soap, certain paper and paperboard products, rayon and synthetic fibers and yarn, cotton twist, yarn, and thread, pig iron, steel ingots, certain iron and steel products, and cigarettes valued at between $1.58 and $3.15 per thousand. The excise duty is lowered slightly on cigarettes valued at between $3.15 and $5.25 per thousand. In addition, special excise surcharges of 10 percent, 20 percent, or 33⅓ percent of the amount of the basic excise duty are imposed on a number of items.

Inquiries pertaining to import quotas or customs and excise duties on specific commodities may be addressed to the Near East-South Asia Division (OIRE), Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Import quotas extended

Quotas for canned cherries in containers the content of which is less than 5 kg., canned green peas and canned green beans imported from various sources including the U.S. have been extended by Germany. Applications for import licenses may be submitted until the undisclosed value limit is reached, but not later than May 5. Import licenses will be valid until May 15 and, upon application, licenses already issued will be extended until that date. (INTERNATIONAL COMMERCE, Oct. 14, 1963 and Jan. 20, 1964).

LAFTA sponsors conferences for wood industry

Montevideo meetings attended by wood, paper representatives

Representatives of the wood products industry and the paper and cellulose industry held two meetings in Montevideo under the sponsorship of Latin American Free Trade Association (LAFTA) to identify problems and obstacles to trade and to explore those products in which trade might be expanded significantly.

The wood products meeting was attended by industry representatives from Argentina, Brazil, Colombia, Chile, Paraguay and Uruguay. It recommended:

» The Contracting parties establish a system of central bank credits for trade in wood and wood manufactures as well as for maintaining and increasing forest resources;

» Contracting parties and the Committee make every effort to improve the water transportation system on which transportation of wood is largely dependent and to reduce freight charges;

» Contracting parties request the Inter-American Development Bank to make the use of wood and wood products a condition for at least a portion of the credits extended to LAFTA countries for housing programs;

» Wood and its products be incorporated in the LAFTA Common Schedule to be drawn up this month;

» Tariff reduction on wood and wood products continue to be negotiated and included in the National Lists and that the contracting parties eliminate internal taxes on such products;

» Committee promote complementation agreements in the wood industry.

Newsprint promotion urged

The Paper and Cellulose Industry Meeting (including fiber board) was attended by industry representatives from Argentina, Brazil, Colombia, Chile, Ecuador, Mexico, Peru and Uruguay. Brazil participated only with respect to fiber board. In its recommendations to the Permanent Executive Committee, the meeting pointed out the desirability of import substitution in the field of paper, especially newsprint. The final report of the meeting stated that there is, in the LAFTA countries, installed capacity for producing 400,000 tons of newsprint annually, but only 100,000 tons are being produced. It attributed the low figure to "unfair commercial practices" on the part of countries which are large suppliers of newsprint.

The meeting recommended that the Permanent Executive Committee promote adoption by the contracting parties of measures necessary to give preference to LAFTA paper production. One measure suggested was total tariff liberalization of newsprint produced within the zone. (At present 97.7% of LAFTA countries' paper imports are free of duty.)

For more details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

ECSC steel production orders high in January

An exceptional volume of steel output and new orders was registered by European Coal and Steel Community mills last January.

Orders were already increasing in the fourth quarter of 1963, and January's production increases were the result of this pickup in orders and measures taken by the ECSC High Authority to improve the situation in the Community's steel market. Both indicated that the steady decline of world steel prices was at an end, and the time had come to build up stocks once again.

Crude steel production in January reached 6,767,000 tons, just below the Community's monthly record of 6,786,000 tons. The volume of new orders for rolled steel products broke all past records, passing the 5 million-ton-mark for a total of 5,797,000 tons, a 29% increase over the 1963 monthly average.

Measures taken by the ECSC High Authority included: raising the level of external steel duties levied by the ECSC member counties to the average level of the Italian duties, strengthening regulations on obligatory publication of prices, prohibiting price alignments on orders made by Sino-Soviet bloc countries, and imposing quotas on imports from Sino-Soviet bloc countries.

Studies completed on EEC prospects for nuclear energy

Competition predicted by 1968 for other sources of energy

The Energy Committee of the European Parliament reports that by 1968 nuclear energy in many regions of the Common Market will be competitive with other sources of energy.

By 1980, the Committee stated in a report, installed nuclear capacity in the European Community will amount to 40,000 megawatts—enough to supply 20 to 25% of electric power requirements or 7 to 10% of the Community's total energy needs of all types.

Electrical needs increase

Since electricity requirements in the EEC are constantly increasing, such figures assume special significance. Electricity requirements today amount to 25% of the total energy requirements in the Community compared to less than 20% in 1955.

By 1980, electricity requirements probably will amount to about 40% of total energy requirements. In connection with this, the report affirms that beginning in 1968 nuclear energy can be produced at competitive prices in all regions of the Community where the price of fossil fuel will be equal or higher than $10 to $12 per ton of coal equivalent.

1970-1980 predictions

As prices of nuclear energy become more competitive, beginning in the next decade (1970-1980) utility companies are likely to opt increasingly for nuclear stations. Consequently, as their choice for nuclear stations becomes more and more frequent, the rate of installation of new plants will eventually be limited in great part by the ability of the power reactor industry to keep up with the demand for such stations.

For this reason, the report maintains, the EEC should begin immediately to prepare for nuclear energy by encouraging the construction of new central power stations between 300 and 500 megawatts in order to develop a European nuclear industry which will be in existence at the time nuclear energy becomes competitive.

Trade exchange in Argentina seeks investor

U.S. help asked to complete downtown Cordoba office building

The Bolsa de Comercio (Trade Exchange) of Cordoba, Argentina, desires $300,000 in investment funds to complete construction of a 14-story downtown office building.

As an investment proposal, the Bolsa de Comercio offers a 50% participation in the profits from rental of office space in return for the above sum. It would reserve the first and second floors of the building for its own use.

The Bolsa de Comercio is the principal businessmen's association in Cordoba. In addition to general activities as a trade association, it acts commercially in its own right as the operator of a stock exchange and commodity exchange dealing in cereals. The construction of a building to house the two exchanges and rental of excess office space are recent additions to its commercial activities. In the event of direct U.S. investment in the building scheme, the Bolsa de Comercio is willing to form a subsidiary corporation or make other institutional arrangements to facilitate legal and bookkeeping aspects of partial outside ownership.

Approximately $300,000 already has been invested in the purchase of the land and in construction of the building.

Interested investors may write directly to Mr. José de Lucrecio Tagle, Presidente, Bolsa de Comercio de Cordoba, Rosario de Santa Fe 291, Cordoba, Argentina.

Argentine manufacturer asks irrigation equipment license

An Argentine manufacturer of motorcycles and motorscooters wishes to obtain a license to make irrigation equipment (pipe or tubing, fittings, sprinkler heads, valves), in Argentina.

Prospective U.S. licensors should write to Asdrubal Lujan, Vice President, Lujan Hermanos, S.A.I.C., Uriburu 390, Cordoba, Pcia. de Cordoba.

Philippine manufacturer seeks licensing arrangement

A Philippine manufacturer wishes to enter into a licensing arrangement with a U.S. phonograph record company for the pressing of records in the Philippines.

Interested U.S. firms are invited to write to Altec Products, 5 Basa St., San Francisco del Monte, Quezon City.

Nuts, bolts needs in Ivory Coast suggest investment

Survey shows local manufacture should prove profitable venture

Requirements for wire and nails, nuts, bolts and screws in the Ivory Coast are growing at such a rate that a plant to manufacture these items locally should prove to be a profitable venture, according to a pre-investment survey made by the Planning Office of the Ivory Coast Government.

Present requirements are met largely by imports, except for the relatively small output of a local nail factory, whose owners might be interested in a joint venture with a U.S. manufacturer.

The Planning Office estimates that an investment of about $240,000 would be required for a first nail and wire unit, $40,000 for construction costs, and about $50,000 for a nuts and bolts unit, with some $12,000 for construction costs. A second nuts and bolts unit for the production of more elaborate articles would probably cost around $100,000.

Interested U.S. manufacturers desiring further information should write to Bureau of International Commerce, Office of International Investment, File No. 1-3452-2-G, Department of Commerce, Washington, D.C. 20230.

INCINERATORS WANTED

Manufacturer of gas and oil industrial burners wants to make commercial incinerators and domestic clothes driers under U.S. license. Write Duiker Apparatenfabriek N.V., Rijswijk, Netherlands.

Trinidad seeks firm to build, operate dry dock facilities

Extensive shipping in area seen as investment advantage

The Trinidad and Tobago Industrial Development Corporation desires to contact qualified firms interested in investing in construction and operation of a proposed dry dock in Trinidad.

With the only dry dock facility in the area at Martinique, it is felt that extensive shipping in Trinidad and the Gulf of Paria should profitably sustain such a facility in Trinidad.

Aside from Trinidad's favorable investment climate and incentive legislation, existing facilities such as two cement piers (cement-piled and 606 ft. in length, having water depths ranging from 30′ to 50′), three adjacent machine shop buildings in excellent condition, measuring 100′ x 250′, and contiguous land, which would be released to the operating firm, would seem to make this investment opportunity worthy of a feasibility survey by prospective investors.

Interested U.S. firms desiring further information or requiring background material should write either to Trinidad and Tobago Industrial Development Corporation, Government of Trinidad and Tobago, Port of Spain, Trinidad, or its New York Office, c/o Development Counsellors International, 20 E. 46th St., New York, N.Y.

LEATHER, SUEDE GARMENTS

License sought for making leather, suede garments of firm with capacity for 1,500 pcs. of clothing per month. Write to Belaco, S.P.R.L., 9 Rue Gheude, Brussels 7, Belgium.

NEON LIGHTING GEAR

Manufacturer of transformers for neon lighting equipment is interested in entering into a joint venture agreement for the production of transformers for sodium lamps in the Netherlands.

S. Biederman, 8 Lijnbaansgracht, Amsterdam, Netherlands.

Italian, Swiss, South African, English firms offer products for manufacture in U.S.

Manufacturers in the U.S. are offered the opportunity to produce under license an Italian designed home TV set with a projected viewing screen that measures 45 in.; a Swiss line of cosmetics, varied beauty preparations, depilatory cream, and sun tan lotions; a unique pinless clothesline from South Africa, and an English dishwasher with a revolutionary design enabling its developer to claim it can be produced and sold for less than any other fully automatic dishwasher in the world.

Additional information including the identities of these foreign firms offering licenses to U.S. manufacturers is available from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number assigned each of the opportunities described below.

◆ Manufacturer of a 45″ television seeks producer of its set in the U.S. The firm claims that by use of an ingenious reflecting system this home TV set provides a screen image of 45 in. There is no vibration, dazzling, or distortion. The set has 11 channels—VHF and UHF, 27 tubes, 7 germanium diodes, 2 selenium rectifiers, 2 loud speakers, Hi-Fi tone control, built-in voltage stabilizer, electromagnetic focusing, and stabilized automatic synchronization. The dimensions of the TV set are 39x31x18 in. and it weighs 139 lb. The Italian manufacturer would be willing to provide some of the necessary parts as well as the technical skills involved. **File 1236**

◆ A Swiss firm offers a license for the U.S. production of its beauty preparations, depilatory cream, suntan lotions. The beauty preparations include a beauty milk, tissue oil tonic, cucumber milk, nourishing cream, multi-vitamin cream, anti-wrinkle cream, moisture cream, two different day-time preparations, and acne protection. These creams are prepared for normal, dry, and oily skin. The manufacturer reports that its sun tan lotions are most effective against sunburning and can be used on the most sensitive skins. **File 1102R**

◆ U.S. licensee is sought by a South African firm to produce its pinless clothesline for which a U.S. patent has been applied for. It is a self-contained washline consisting of a length of plastic covered, parallel stranded wire formed at regular intervals along the length into sections of three or more closely-knit loops or clips at right angles to the line. Each section is held in position by a band of plastic covered metal or nylon. Samples are available. **File 1237**

◆ An English-designed, completely automatic domestic dishwashing machine is offered for production in the U.S. under license. The company which developed this machine claims that because of its revolutionary design it can be produced and sold for less than any other fully automatic dishwasher. The machine, designed to be mounted on the wall, freestanding, or built-in, is simple to assemble on a mass production basis and requires a remarkably low tooling charge. The control circuit is reported to be most simple and virtually indestructible. The main selector switch is moved only when there is no electrical lead on the contacts, and the machine can be connected by the user to a cold water tap as it is preferable to use a cold water supply. Although the washer contains its own heater, hot water can be used without harm. The water temperature is brought up to 95° for the first rinse, 135° for the washing, and 180° for the final rinse. The dishes are dried by rapid air convention. The dish washer is 26″ long, 20″ high, and 13″ front to back. **File 1238**

PAPER MANUFACTURING

Paper manufacturer seeks license to make silicone coated release paper. Write to Sanders Papier Industrieen, 27 K. van Gelreweg, Eerbeek, Netherlands.

PLASTICS REQUESTED

A license is sought from U.S. producers for plastic, metal and foil packaging containers, tubes, vials, bottles, and monobloc containers of aluminum, plastics, and other materials to supplement present line. Write Gruma GmbH, 7322 Donzdorf/Wuertt., Germany.

German manufacturer wants cross licensing agreement

A manufacturer of compressed bandaging material especially suitable for military and police forces, air-raid shelters, railway companies, the Red Cross, and first-aid groups seeks a cross licensing agreement.

It is interested in being licensed to make new drugs, patented bandaging material and plasters. Write Ypsilon-Werk Wienke & Michels KG, 14 Steinackerstrasse, 521 Troisdorf/Wieg, Germany.

Licensing rights sought by Netherlands industry

The largest industrial complex of its kind in the Netherlands is interested in receiving licensing rights for the manufacture of heavy equipment such as rolling mills, gas turbines and diesels up to 20,000 hp., and many other types of large machinery.

Write Werkspoor N.V., 62 Oostenburgermiddenstraat, Amsterdam.

Roofing materials sought

Tar and bituminous roofing felts manufacturer seeks license to make heat and fire resisting materials, epecially heat insulating board for flat roof covering, such as foam materials in sheets of various thicknesses, plastic sheets or roof strips reinforced by inlay of spun glass fabric, and colored weatherproof roofing lacquers or synthetic resin on special pitch basis for painting old and new felt roofings. Binne & Sohn, 60 Muehlenstrasse, Pinneberg/Holstein, Germany.

JOINT VENTURE ASKED

German manufacturer of metal screw lids for cans is interested in manufacturing under license vacuum-type lids for wide necked jars, and/or a joint venture arrangement. Albert Schneider, Metallwarenfabrik, 5302 Beuel/Rhein, Maarstr. 45, Germany.

TV VOLTAGE REGULATORS

Producer of parts for TV tubes, controls, and transformers is interested in being licensed to make TV voltage regulators. Write Walter Gerhard KG, Reichelsheim, Odenwald, Germany.

$66 million projected by UAR for 53 grain silo, quay facilities

General Egyptian Organization for Silos & Storage have invited 6 joint venture contractors to submit bids by June 30 for grain silo facilities at 53 sites and one grain-quay facility, all to be located in Egypt. Estimated cost is about $66 million.

Those interested in quoting as subcontractors or vendors should contact the prime contractors listed below:

◄ A joint venture consisting of Fruin-Colnon Contracting Co. & Perini Corp.:

O. A. Ray, Vice President; Fruin-Colnon Contracting Co., 1706 Olive St., St. Louis 3, Missouri.

◄ A joint venture consisting of Grove Shepherd Wilson & Kruge, Inc. & The Nicholson Co.:

Philip Grove, Vice President, Grove Shepherd Wilson & Kruge, Inc., 400 Madison Ave., New York, N.Y.

◄ Inter-Continental Constructors, Ltd., a joint venture of three construction companies consisting of The Rust Engineering Co., J. A. Jones Construction Co., and Koppers Co., Inc.:

A. W. Brullman, The Rust Engineering Co., 930 Fort Duquesne Blvd., Pittsburgh, Pennsylvania.

◄ A joint venture consisting of Morrison-Knudsen of Africa, Ltd., and C. H. Leavell & Co.:

L. M. Greenleaf, Vice President, Morrison-Knudsen of Africa, Ltd., 120 Montgomery St., San Francisco, California.

◄ Tecon Corp., a joint venture consisting of: Tecon Corp., The Malzahn Co., Inc., Sampson Silos, Inc., and the Guy H. James Construction Co.:

G. W. Bailey, Vice Pres.-Gen. Mgr., Tecon Corp., 1000 Fidelity Union Tower, Dallas, Texas 75201.

◄ Utah-MacDonald-Fegles, a joint venture of 3 construction companies consisting of Utah Construction & Mining Co., MacDonald Engineering Co., and Fegles Construction Co. Inc.:

W. S. Byrne, Vice President, Utah Construction & Mining Co., 550 California St., San Francisco 4, California.

Contract documents may be seen at the office of Weitz-Hettelsater Engineers; 1911 Baltimore Ave., Kansas City, Missouri, 64108, or in the Building Materials and Construction Industries Division, Rm. 4012, BDSA-306, Department of Commerce, Washington, D.C. 20230.

NATO radio communication equipment tender opened

A Notice of Intent to call for bids for the supply and installation of electronic equipment for radio communication systems in LF/MF bands and on SSB in HF band with accessories and spare parts is open to U.S. firms who are certified eligible to participate in NATO Infrastructure International Competitive Bidding. According to the instructions, price and delivery terms are required to be established by the bidder. Delivery terms must not exceed 24 months from date of award of contract.

U.S. firms interested in this project (No. 86) should request invitations to bid from the Ministero Difesa-Marina, Direzione Generale Genio Militare-Marina, Divisione Amministrative, Rome, Italy, enclosing qualification data on a specially designated form available from BDSA-308, the Electronics Division, Department of Commerce, Washington, D.C. 20230.

U.S. firms not certified to participate in NATO Infrastructure desiring certification should send a copy of their resume and annual report, including a recent financial statement to the Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230.

Bids invited by Ireland for construction of swing bridge

The Secretary, Kerry County Council, Thomas Ashe Memorial Hall, Tralee, County Kerry, Ireland, invites bids for the manufacture, fabrication and erection of a double-armed swing bridge.

The Valentia swing bridge is to be over the opening span of a new road bridge the Council is planning for construction between the mainland at Portmagee and Valentia Island.

Bid deadline is 12:00 noon, May 16.

Drawings and specifications may be obtained by bidders from E. Ralph Ryan, Consulting Engineer, 1 Montpelier Terrace, Galway, Ireland, upon payment of a deposit of $131.50 which will be refunded upon receipt of a bona fide tender which is not subsequently withdrawn and upon return of all documents.

The accepted bidder will be required to execute an approved Form of Sub-Contract with the appointed Contractor to do the Civil Engineering Work on the Main Bridge. The acceptance of the tender, not necessarily the lowest, will be subject to the sanction of the Minister for Local Government.

One-hop microwave link asked

The office of the Director-General Telegraph & Telephone, Karachi, Pakistan, has issued tender No. Pur. 21-4/64/546, calling for the supply and installation of a one hop, multi-channel microwave link from Murree to Rawalpindi, a distance of 20 miles.

Bid deadline is June 3.

The system is to be equipped initially for 48 channels, capable of being expanded to 120 channels, in accordance with CCIR recommendations. Solid state equipment is preferred and the frequency may be within the 2 to 7 KMC range, offering full duplex, dual diversity FM operation.

Tender documents should be obtained from the Purchase Coordinating Officer, Telegraph & Telephone Directorate General, Block 48-A, Pakistan Secretariat, Karachi, against payment of Rs. 10/, payable to the Director General, Telegraph & Telephone.

Copies of the tender documents are available to firms located in the U.S. on a loan basis from Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230, Telephone: 202-967-4036.

Equipment needed by UAR, Greece for troposcatter link

The Hellenic Telecommunications Organization (OTE) and the UAR Radio Communications Administration have issued calls for tenders for the supply and installation of 2-way tropospheric scatter equipment to link the Greek island of Crete and city of Alexandria, U.A.R. While each government will handle the procurement of the equipment for their end of the link, the separate proposals will be jointly adjudicated, and only those bidders who submit bids to both governments will be allowed to participate.

The Greek OTE tender No. is 6277, and the UAR reference No. is 54/63 P. Radio. Bid deadline for both tenders is July 6. Tenders may be submitted in English.

The system is to be initially equipped for 12 telephone circuits, expandable to 24. One of the telephone channels is to be used for 24 telegraph channels, initially equipped for 12 telegraph circuits.

Each station is to be equipped with 2 transmitters, each on separate frequencies, 2 parabolic antennas, for both frequency and space diversity reception, and for the necessary branching filters. FM modulation is specified. The multiplex equipment for each station should meet the latest CCITT recommendations.

Copies of the tender requests may be obtained from the respective communication authorities, or they are available to firms located in the U.S. from Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. Telephone: 202-967-4036.

Pakistan to purchase air conditioning equipment

The Purchase Co-ordinating Officer, Telegraph & Telephone Directorate, Block No. 48-A, Government Offices, Shahrah-e-Iraq, Karachi, has issued Tender No. Pur. 23-12/64/547, bid deadline May 19, for absorption type air conditioning equipment for the Cantonment Telephone Exchange in Karachi.

Work is to include furnishings and installing complete air conditioning and air cleaning equipment.

Copies of the tender and drawings are avaliable on a short-term loan basis to firms located in the U.S. from the G.I.E. & C. Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Iran to buy one thousand pounds of paper products

The Tea Organization of the Foreign Transactions Co., Tehran, Iran, has issued a tender with a bid deadline of May 21 for about 1,000 tons of paper, paperboard, and cellophane. Requirements include natural parchment paper, one side glossy white cardboard, cellophane, and high quality white paper.

Copy of the tender is available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-303, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-3003).

NATO projects in Germany open to U.S. contractors

Three separate construction projects have been opened by the Federal Republic under the NATO International Competitive Bidding System. U.S. contractors, certified to participate in NATO Infrastructure are invited to submit their applications on a specially designated form and the appropriate fee payable to the executing agency. The form is available on request from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230.

For Project No. 68-25-74-05-22, "Rail Loading Facility in (the State of) Baden-Wuerttemberg", supplies and services mainly required are: about 8,000 linear meters, 8" diameter seamless steel pipes; 250 linear meters of 2 and 4 inch diameter steel pipes; earth-moving, fencing, electrical and other installations. The deadline for filing the application is May 15 and a DM 40 (about $10) fee is required.

Project Number 68-25-43-21-15, "Earth Works, Road and Building Construction in Lower Saxony" involves: about 22,000 square meters of road construction; 600 square meters of building; water, sewage, fencing, and communication facilities. Deadline for filing the application, including the payment of a DM 80 (about $20) fee is May 6.

The third project, No. 68-25-74-04-21, "Extension of Tank Storage in Rhineland Palatinate" involves: 20,000 square meters of tree clearing; 22,000 square meters of earth moving; supply and installation of 3 steel reinforced concrete casing tanks with a capacity of 5,000 cu. meters each; 2 storage tanks with a capacity of 100 cu. meters each; about 4,000 linear meters of seamless steel pipe, diameter of 100-400 mm, with manifold station; 3,500 linear meters of power and communication cable (to be buried), fencing, and other construction. Firms may submit applications for telecommunication installations (e.g. telephone cables) only if they are licensed to install private extension systems in the Federal Republic, and if switching systems at installations are approved by the Fernmeldetechnisches Zentralamt der Bundespost (FTZ), Rheinstrasse 110, Darmstadt. The deadline for filing applications and paying a fee of DM200. (about $50) is May 6.

Cement bids requested for Philippine tunnel project

The National Waterworks and Sewerage Authority, Manila, is advertising for bids on the supply and delivery of 250,000 bags of portland cement (Type I) for the proposed 2nd Ipo-Bicti Tunnel, intake and outlet structures, and appurtenant features at Norzagaray in Bulacan Philippines.

Bid deadline is June 9 for Contract No. I-1b-1.

Bidders can obtain for $5.13 per set prequalification forms, proposal forms, plans and/or specifications as well as contract forms from the General Manager, National Waterworks & Sewerage Authority, 176 Arroceros, Manila, Philippines.

An information copy of this advertisement is available to firms located in the U. S. on a loan basis from Building Materials and Construction Industries Division, BDSA-306, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Tenders issued by Iraq for boot, shoe findings

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has issued the following tenders for boot and shoe findings:

Tender 64/Prod/2/3 calls for 155,000 pairs of tips: iron, boot, toe, round holes; 155,000 pairs of tips: iron, boot, heel, square holes; also 2,200 kilos nails, mock screw, tip, toe 5/8 and 3,500 kilos nails, cut, tip, heel 1½. Tip irons should consist of 20% size 3; 30% size 3⅛; 20% size 3¼; and 20% size 3¾.

Tender 64/Prod./2/8 calls for 155,000 pairs steel joints for boot making and 6,000 kilos of acetone for treatment of boards (toe puffs).

Tender 64/Prod./2/10 calls for bids on 590 pairs of shoe lasts out of beech, bottom plated with iron thimble, with 2 leather top Modell Hartman 17382. This quantity should include 50 pairs of size 6; 100 pairs size 7; 150 pairs size 8; 200 pairs size 9; 50 pairs size 10; and 40 pairs size 11.

Bid deadline on the above tenders is set for June 24.

The following tenders have also been issued by the Directorate of Contracts and Purchases and these have a bid deadline of July 1.

Tender 64/Prod./2/11/A calls for 685 pairs shoe lasts out of beech, bottom plated with iron thimble 11 mm., with 2 leather top system "Uvo" Modell Behrens 47460 consisting of 50 pairs size 6; 175 pairs size 7; 200 pairs size 8; 150 pairs size 9; 80 pairs size 10; and 30 pairs size 11; also 102 clicking press knives 30 mm. deep as follows: 18 pieces for vamp, size 7/8/9; 36 pieces for quarter, left and right, size 7/8/9; 18 pieces for tongue size 7/8/9; 18 pieces for conter straps for size 8/9/10; and 12 pieces for vamp for slipper size 7/8. Also requested are bids for 48 clicking press knives 50 mm. deep as follows: 12 pieces for insoles for size 7/8; 12 pieces for soles for size 7/8; 12 pieces for insoles for slippers size 7/8; and 12 pieces for soles for slippers size 7/8.

Tender 64/Prod./2/11/B requests bids on 250 pairs shoe lasts out of beech bottom plated, 2 leather tops which must consist of 20 pairs size 6; 50 pairs size 7; 60 pairs size 8; 60 pairs size 9; 40 pairs size 10, and 20 pairs size 11. This tender also requests bids for 45 clicking press knives 30 mm. deep, consisting of 6 pieces top band right and left; 3 pieces back strap; 2 pieces stay facing; 12 pieces quarter, right and left; 3 pieces tongue; 6 pieces eyelet facing; 12 pieces vamp, right and left; also 15 clicking press knives 50 mm. deep, consisting of 6 pieces insole; 6 pieces sole; and 3 pieces heel.

Tender 64/Prod./2/15 calls for one fully automatic setting machine for 2-piece tublar rivets. According to the Directorate, this machine is very important for their boot production.

Copies of the tenders are available on a loan basis to firms located in the U.S. from Leather and Allied Products Division, BDSA 310, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3416.

Colombia requests bids for equipment for power plants

The Instituto de Aprovechamiento de Aquas y Fomento Electrico (Electroaguas) is releasing bidding documents requesting sealed proposals for the supply and delivery of power generating, transmission and substation equipment for 3 plants:

Barrancabermeja Thermal Power Station: 2 steam generating units and 2 steam turbo generating units, 12.5 mw each, together with electrical material for 115 and 33 kv substations, transmission conductions and hardware bids available April 27, close July 10.

Chinu System: 33 kv substation equipment, carrier communication equipment, transmission conductors and hardware; bids available April 27, close June 10.

Rio Mayo Hydro Plant: one 7 mw Francis type turbine generator set, 115 and 33 kv substation equipment, transmission conductors and hardware bids available May 11, close July 8.

Requests for bids should be directed to Electroaguas, Carrera 13 No. 27-00 3er Piso, Bogota.

Greece asks bids on power station service equipment

Invitations to bid have been issued for Tender No. DMPM-198 by the Government of Greece for electrical instruments and equipment for 150/15 KV step-down substations. Equipment includes: protective devices consisting of indicating, recording, metering instruments; relay control and metering panels; station services; station service transformers; outdoor yard lighting, auxiliary power distribution; indoor lighting, auxiliary power distribution; indoor lighting and heating; connecting boxes.

Bid deadline is June 3.

Copies of tender are available from Public Power Corp., (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. If awarded to U.S. firm, procurement will be charged against AID loan.

A copy of the tender is available for review to firms located in the U.S., in Rm. 4110, SPBE Division, BDSA-311, Department of Commerce, Washington, D.C., 20230.

Iraq to buy chemicals, supplies for laboratory

Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, wishes to purchase reagent chemicals and laboratory supplies under Tender No. 64/5/4 for a new laboratory. About 225 items are listed with quantities ranging from 0.1 to 18 kilograms for solids and 0.5 to 25 liters for liquids.

Tenderer will accept bids on individual chemicals, but prefers bids on all items in the Invitation.

The list is available on request from Chemical and Rubber Division, BDSA, Room 4424, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2090).

Airport lighting equipment needed for Chilean project

The Ministry of Public Works of Chile is inviting firms to submit qualifications to bid on the supply and installation of lighting systems for the Pudahuel Airport at Santiago. The estimated value of the project is $876,000.

Included in the project are: high intensity runway lights, threshold lights, taxiway and apron lighting, approach lighting, obstruction lights, rotating beacons, taxiway guidance signs, and parking area flood lighting.

Qualifications should be sent to: Direccion de Vialidad, Departments de Estudios de Caminos y Aerodromos, Seccion Propuestas, Calle Morande No. 59, 3° Piso, Oficina 1°, Santiago, no later than May 27.

A copy of the announcement is available from Room 4124, Power and Electrical Equipment Division, BDSAA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Used steel tubes from salvaged warships sought

C. D. Fenton, Managing Director, Midland Iron and Hardware Co. (Cradley Heath) Ltd., Cradley Heath, Staffordshire, England, wants to buy used steel tubes from salvaged warships, which must be ordinary low carbon seamless steel, free from galvanizing or alloy, no chrome or molybdenum, external diameter of 1"-2", gauge 11 thick, not less than 6' long.

The firm indicates that it can import an unlimited quantity of such tubes, and feels that it can absorb all tubes of this type emanating from various dockyards.

A World Trade Directory Report, dated April 4, has background information on the firm and is available for $1 from the Commercial Intelligence Division, Department of Commerce, Washington, D.C. 20230.

Electric power equipment bids invited by Turkey

Cukurova Elektric, Adana is inviting all firms interested in bidding on the Mersin Terrmal Power Project to indicate their interest to Burns & Roe, 160 West Broadway, New York, N.Y., immediately. A copy of the letter should also be submitted to Cukurova Elektrik, Adana, Turkey.

The project includes 2 25,000 kv. turbogenerators and 2 boilers with capacities of 260,000 pounds of steam per hour per unit.

Specifications will be available May 4. Bid deadline will be June 15.

Watthour meters wanted

R. Elliott-Taylor, (Elk/Antigua 4/9867), Crown Agents, 4, Millbank, London, S.W.1., England, wants to buy 150 units of single phase 2-wire, 230 volts, 50/35 amperes, 60 cycles, outdoor type, socket fitted watthour meters, each unit complete with socket base, plug-in meter and sealing ring. Meters and associated equipment are to be suitable for use in a marine humid climate, subject to wind driven tropical rainstorms; f.a.s. quotations Antigua.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

201 Meat Products

GIBRALTAR—Frozen sausage, whole chicken, chicken parts, frozen duck. Ferma (commission agent, manufacturers' representative), 2 South Barrack Ramp. WTD 4/4/64.

203 Canning, Preserving Foods

GIBRALTAR—Canned, frozen seafood. Ferma (commission agent, manufacturers' representative), 2 South Barrack Ramp. WTD 4/4/64.

NETHERLANDS—Raisins, prunes, canned cherries. Direct purchase and agency. N.V. Agentuur & Commissiehandel v/h P.C. Vis & Co. (agency), 20-21 Prins Hendrikkade, Amsterdam.

Orange, lemon juices. Direct purchase and agency. N.V. Koopman & Co. (agency), 73 de Lairessestraat, Amsterdam.

PHILIPPINES—Canned fish, corned beef, other meat products. Direct purchase and agency. Mrs. Aurora R. Augusto, Owner-Manager, Morningside Trading (importer, wholesaler, retailer, indentor), 1029 Pat. Antonio St., Sta. Mesa, Manila. WTD 2/28/64.

204 Grain Mill Products

PHILIPPINES—Poultry, livestock feeds. Direct purchase and agency. Mrs. Aurora R. Augusto, Owner-Manager, Morningside Trading (importer, wholesaler, retailer, indentor), 1029 Pat. Antonio St., Sta. Mesa, Manila. WTD 2/28/64.

205 Bakery Products

GIBRALTAR—Uncooked bread dough; cakes; pastries; pies; rolls. Ferma (commission agent, manufacturers' representative), 2 South Barrack Ramp. WTD 4/4/64.

209 Food Preparations

JAPAN—Bee honey. Kato Brothers Co. (manufacturer, exporter, importer), 29, Senzoku-cho, 2-chome, Daito-ku, Tokyo.

220 Textile Mill Products

MOROCCO—Raw staple fiber in bales for textile manufacture. Quotations Casablanca. Direct purchase and agency. Herbert Selkowitsch (manufacturers' agent), 26, rue Mostafa el Maani, Casablanca.

Staple fiber, cotton yard goods in 30 meter pieces. Quotations Casablanca. Edgar A. Arsan (importer-exporter), 42 ave. Hassan Seghir, Casablanca.

221 Broad Woven Fabric Mills, Cotton

LEBANON—Blanketing, chiefly cotton, twill

Special Trade Leads

The following special trade leads are published "blind," but any U.S. businessman may obtain the name and address of the overseas firm making the offer by contacting the nearest Department of Commerce Regional Field Office, or by telephoning the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-Worth 7-4675.)

Field office addresses and telephone numbers will be found on this page.

AUSTRALIA—Machinery for making tallow base soap powder (cooling, cutting, drying, grinding) with moisture content of 18% at rate of 2 tons an hour. Direct purchase. TT-181.

Enlargers, automatic film processing machines for motion picture, graphic arts, scribing or potting machines for cartographic industry, allied products for industrial photography. Agency. TT-182.

AUSTRIA—Cheap ball point pen parts of plastic material, up-to-date design, for assembly in Austria. Direct purchase. TT-183.

All types of office supplies to supplement lines now handled. Agency representation. TT-184.

Heat-proof plastic cooking ware. Direct purchase and exclusive agency. TT-185.

GERMANY—Herbicides combined with hormonal growth stimulants for grain and root crops. Quotations c.i.f. German seaport. Direct purchase and exclusive agency. TT-186.

INDIA—Audio, commercial and military amplifiers, commercial and military radio frequency amplifiers, electronic detection equipment, radio, radar, magnetic, light and heat emission, electronic air and ground traffic control equipment, industrial and military control equipment, facsimile equipment, electronic intercommunication system, electronic object detection equipment, radar equipment, underwater sound equipment, electron tubes, coaxial cable connectors and couplings, electronic relays and solid state electronic devices. Agency. TT-187.

NORWAY—Pumps, of the variety used in water blasting equipment for cleaning ship hulls. Direct purchase and agency. TT-188.

PHILIPPINES—Mining, milling machinery; spare parts; grinding balls, explosives, chemical reagents, other mill and mining supplies. Direct purchase. TT-189.

SWEDEN—All kinds of raw material for the paint and varnish industry; machinery and equipment for making paint, varnish. Direct purchase and agency. TT-190.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8236.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1506 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-0400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84101, 222 S. W. Temple St. Phone: DAvis 8-2911.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave., Phone: UNderhill 5-7703.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

and plain woven towels, cotton and mixture. Replies desired from manufacturers only, with price quotations and terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

PHILIPPINES—Fiberglass cloth. Ricardo B. Jumawan, Asst. General Manager, Philippine Fiberglas Corp. (manufacturer, processor), 89 Riverside, San Juan, Rizal; Bx 824, Manila. WTD 4/8/63.

223 Broad Woven Fabric Mills, Wool

LEBANON—Civilian blanketing, chiefly wool. Replies from manufacturers only, with price quotations, terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 487, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

225 Knitting Mills, Products

LEBANON—Full fashioned hosiery, greige; women's, misses' full fashioned hosiery; seamless hosiery, greige goods, women's, misses'; knit underwear fabrics. Replies from manufacturers only, with price quotations, terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

228 Yarn, Thread Mills, Products

● **IRAQ**—Thread, machine linen, outsole stitching, 8-cord, S twist, usual, 1,000 kilos; 10-cord, S twist, usual, 1,000 kilos. Thread, machine linen, upper closing No. 18/3-cord, Z twist, left, satin finish black, 2,000 kilos. Cotton thread, upper closing 60/9. 500 kilos; white, No. 40 (1,000 yd.), 1,000 kilos; brown, No. 40 (1,000 yd.), 1,000 kilos. Tender No. Prod. 64/2/6, bid deadline June 24. Terms and specifications obtainable for ID 0.500 ($1.40) per copy postpaid from Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.

230 Apparel

LIBYA—Women's, men's ready-to-wear clothing, all types. Mino Shop (Rahmin Fellah), (importer, retailer), 236 Jaddat Istiklal, Tripoli.

231 Men's, Youth's, Boys; Suits, Coats, Overcoats

LEBANON—Reversible coats, men's, boys'. Replies from manufacturers only, with price quotations, terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

UGANDA—Men's suits. Doctor Martin J. Aliker (importer), P.O. Box 249, Kampala. WTD 4/7/64.

232 Men's, Boy's, Youth's, Furnishings

LEBANON—Men's, boys' blanket lined coats, underwear woven fabric, purchased knit fabric; men's dress, sport shirts, nightwear, woven fabric, purchased knit fabric. Imports on an exclusive agency basis. Replies from manufacturers only, with price quotations, terms. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

233 Women's, Misses, Juniors' Outerwear

LEBANON—Leather coats; women's, misses reversible untrimmed coats. Replies from manufacturers only, with price quotations, terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

238 Apparel, Accessories

LEBANON—Waterproof garments. Replies from manufacturers only, with price quotations, terms. Direct purchase and agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

249 Wood Products

● **IRAQ**—Shoe lasts out of beach bottom plated with iron thimble with two leather top Modell Hartman 17382, 50 pairs size 6; 100 pairs size 7; 150 pairs size 8; 200 pairs size 9; 50 pairs size 10; 40 pairs size 11. Tender/1964/Prod./2/10, bid deadline June 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3416).

LEBANON—Shoe stretchers. Replies from

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

manufacturers only, with price quotations, terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

NETHERLANDS—Wooden artistic articles, household use, for sale in popular art shops. Atelier John Pyro (importer, wholesaler), 70 Binckhorststraat, The Hague.

252 Office Furniture

LIBYA—Steel office furniture, equipment. Mohammed Belgassem Labaied (importer, commission agent), P.O. Box 859, Tripoli. WTD 4/1/64.

262 Paper Mills, Products

● **IRAQ**—Paper: printing, writing, cable, blotting, waterproof, paper substitute for granitol; total quantity 10,000 Kgs. Tender No. 64/Prod/4/11, bid deadline July 5. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3003).

PHILIPPINES—Paper, newsprint. Direct purchase and agency. Mrs. Aurora R. Augusto, Owner-Manager, Morningside Trading (importer, wholesaler, retailer, indentor), 1029 Pat. Antonio St., Sta. Mesa, Manila. WTD 2/28/64.

263 Paperboard Mills, Products

● **IRAQ**—11,000 kilograms cardboard in rolls and sheets, thickness from .5 mm to 1.5 mm, for dry cell battery production. Tender No. 64/Prod/4/10, bid deadline July 5. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3003).

281 Industrial Chemicals

See also SPECIAL TRADE LEADS on page 45.

● **IRAN**—Sodium hydrosulfite ($Na_2S_2O_4$), 30 m.t., containing 90% $Na_2S_2O_4$, to be packed in waterproof bags of 50 kilograms net weight. Tender No. 126, bid deadline 23 June; quote c&f, Khorramshahr. The Ministry of Commerce, Tehran.★ (Telephone: 202-WO 7-3468).

● **IRAQ**—Caustic soda, solid, 850 l.t. Cash deposit of 7% for first 1,000 dinars, 5% for rest of tender price, to be deposited with signed and sealed documents, payable to Directorate of Accounts against an official receipt attached to tender. Local bank guarantee acceptable in lieu of deposit. Bid deadline May 30. Tender 20/64. Directorate General, Government Oil Refineries Administration, Baghdad.

NETHERLANDS—Chemicals for industrial applications. Direct purchase and agency. Ladeco (agency), 24 Oud-Blaricummerweg, Laren.

NEW ZEALAND—Sodium dodecyl benzene sulphorate, 45 percent active matter, must be neutralized by sodium rather than triethonolamine. Initial requirements are for one ton a month. J. H. Barbour, Proprietor, The Sterilox Packing Co., Box 3015, Raumati South.

PAKISTAN—Agricultural insecticides, pesticides; for use in cotton, wool textiles, rubber, leather, sugar, paint industries; oil refineries. Akbar Bros. (manufacturer's agents, distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

Rubber chemicals as used in footwear industry. Pakland Trading Corp., C&M Bldg., 48 The Mall, Lahore. WTD 1/24/64.

SWEDEN—Compounds used for batching jute, twine. Direct purchase and agency. Jean Grob & Co., Kvartersgatan 4b, Göteborg C.

Chemicals for paint industry. Direct purchase and agency. Georg Wendel AB (agent), Ö. Hamngatan 15, Göteborg C.

High quality, heavy industrial chemicals; pigments. Direct purchase and agency. Gustaf Thomee AB, Box 6060, Malmö 6. WTD 4/16/61.

282 Synthetic Materials

NETHERLANDS—Fluorocarbon resins (teflon), other technical plastics. Requests replies from manufacturers only. Eriks, N.V. (wholesaler), 33 Voormeer, Alkmaar.

PHILIPPINES—Polyester resins, plastic pigments. PVC, acrylic, other thermoplastic sheets. Direct purchase and agency. Ricardo B. Jumawan, Asst. General Manager, Philippine Fiberglas Corp. (manufacturer, processor), 89 Riverside, San Juan, Rizal; Bx 824, Manila. WTD 4/8/63.

SWEDEN—High quality plastic raw materials. Direct purchase and agency. Gustaf Thomee AB (agent), Box 6060, Malmö 6. WTD 4/6/61.

283 Drugs

BELGIUM—Pharmaceutical, medicinal chemicals in bulk, except vitamins. Direct purchase and exclusive agency. Ets. Van Roy (partnership), 119 Frankrijklei, Antwerp. WTD 6/7/63.

● **CEYLON**—Theophylline with ethlylene diamina (amynophilline) B.P., 0.1 gram, 3 million tablets packed in bottles of 1000 each. Bid deadline June 30. The Ministry of Health & Housing, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3394).

LEBANON—Pharmaceutical preparations, specialties, all kinds. Replies from producers only, with price quotations, terms. Direct purchase and exclusive agency. Droguerie de l'Union (importer, wholesaler, sales agent), Immeuble Tanios, Bab Edriss, Beirut. WTD 3/18/64.

PHILIPPINES—Pharmaceutical products in the form of tablets, capsules, vials. P. R. Palting & Co. (importer, wholesaler, indentor), 707 M. Earnshaw, Sampaloc, Manila.

284 Soap, Detergents, Cleaning Preparations, Cosmetics

SWEDEN—Cosmetic raw materials except perfume. Direct purchase and agency. H. Chr. Amundin (agent), Ribersborgsväge- 13, Malmö V.

289 Chemical Products

SWEDEN—Orange oil. Direct purchase and agency. H. Chr. Amundin (agent), Ribersborgsvägen 13, Malmö V.

301 Tires, Inner Tubes

SAUDI ARABIA—Tires, tubes for all kinds of automotive vehicles; importer, wholesaler, retailer seeks offers c.i.f. Jidda. Ahmad 'Omar Bawazar, P.O. Box 302, Jidda. WTD 10/23/62.

306 Fabricated Rubber Products

GERMANY—Industrial gloves, especially cotton lined, rubber or plastic coated; c.i.f. German seaport quotations preferred. Helmut D. Kiene, 1 Kapitaen-Koenig-Weg, Bremen-Oberneuland, (P.O. Box 445). WTD 11/7/62.

NETHERLANDS—Rubber goods, industrial, general packings, rubber. Requests replies from manufacturers only. Eriks, N.V. (wholesaler), 33 Voormeer, Alkmaar.

307 Plastics Products

See also SPECIAL TRADE LEADS on page 45.

FRANCE—Laminating fabrics for sandwich lamination with layer of foam in between fabrics. Union Lainière S.A. (wholesaler), 31 rue des Capucins, Lyon (1er). WTD 2/7/64.

NETHERLANDS—Plastic insulation materials for technical building industry. Direct purchase and/or agency desired. Requests replies from manufacturers only. "Dakex" (importer, wholesaler, sales agent), A 91, Heemse, Hardenberg.

SWEDEN—Plastic bottles, jars for cosmetics. Direct purchase and agency. H. Chr. Amundin (agent), Ribersborgsvägen 13, Malmö V.

311 Leather Tanning, Finishing

LEBANON—Cattle leather, finished splits; calf leather; sheep and lamb chamois leather; fancy leather, cabretta. Replies from manufacturers only, with price quotations, terms. Direct purchase and exclusive agency. Yeramian Brothers & Sons (importer, wholesaler, sales agent), P.O. Box 489, Rue Saad Zaghloul, Beirut. WTD 3/18/64.

316 Luggage

LIBYA—High quality luggage; leather cases, handbags; traveling bags; leather goods in general. Mino Shop (Rahmin Fellah), (importer, retailer), 236 Jaddat Istiklal, Tripoli.

322 Glass, Glassware

NETHERLAND—Christmas tree ornaments, glass, other. Requests replies from manufacturers only. Firma H.A.J. Kaemingk (importer), 57 Hogestraat, P.O. Box 7, Aalten.

SWEDEN—Glass bottles, jars for cosmetics. Direct purchase and agency. H. Chr. Amundin (agent), Ribersborgsvägen 13, Malmö V.

326 Pottery

NETHERLANDS—Pottery ware (art, decorative, novelty), china, earthenware, porcelain, stoneware. Requests replies from manufacturers only. "Regina" Art Pottery Works (manufacturer, importer, exporter), 37 Oosthaven, Gouda. WTD 1/25/61.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PHILIPPINES—Fiberglass roving, mat, yarns. Ricardo B. Jumawan, Asst. General Manager, Philippine Fiberglas Corp. (manufacturer, processor), 89 Riverside, San Juan, Rizal; Bx 824, Manila. WTD 4/8/63.

● **TURKEY**—Magnesite brick, 37,610 kilograms, 15,000 kilograms of magnesite mortar, to be used in cooper smelters at 1350°C. Tender No. 48-UM/192, bid deadline May 27. Etibank, Sihhiye, Ankara.★ (Telephone: 202-WO 7-2684).

331 Steel Mill Products

● **BURMA**—Fabric for concrete reinforcement, mesh size, main 3″, cross 16″, gauge main 35 SWG, cross 4 SWG, 17′ x 7′, 60 sheets; 3′ x 16 x 2 SWG x 6 SWG, 17′ x 7′, 500 sheets; 3″ x 16″ x 2 SWG x 7 SWG, 180′ x 7′ 5 rolls; 6 x 6 x 10 x 10 x 144″ x 87″, 100 sheets. Spec. BSS 1221/1945 or equivalent. Tender No. 37/05/63-64(G), bid deadline May 15. The Secretary 1, Peoples'

Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **INDIA**—Steel sheet piling, 2,300 m.t. Tender No. H/PUR/2-106/64/K, bid deadline May 14. Copies of tender documents available for NONREFUNDABLE cost of $6.30 per set from Office of the Director, Purchase & Transport, River Valley Projects Dept. Government of Bihar, (Kosi Wing), new Secratariat Bldgs., Patna, Bihar or from its Calcutta office, P-34 Mission Raw Extension, Calcutta.

● **IRAQ**—Various quantities and types of tacks. Tender No. 64/2/5, bid deadline June 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Pig iron, m.s. billets, strip sheets; plates, wire; g.i. pipes; water well casing pipes over 6″ dia. Akbar Bros. (manufacturer's agents & distributors), Moti Mansion, McLeod Rd, Lahore. WTD 4/1/64.

Angle, channel 3″ and above; tee, flat beam, joist and other piling; m.s. billets 2″x2″ to 3″x3″; tubes of 4″, 5″, 6″ dia.; steel plates and sheets 16-30 gauge; g.p. sheets plain and corrugated 16-30 gauge; m.s. polished steel sheets 16-20 gauge; m.s. wire 8-28 gauge; pig iron grade I and II; stainless steel type 302/304, 2B/2D; electrically welded steel tubes 20′ lengths, outer dia. ¾″ to 1½″, 16 and 18 swg; spring steel wire round hard drawn 85/105 p.s.i. per ton tensile strength 10 and 12 gauge; electrical steel sheet grade M-36 and M-43; steel earth wire for hydro-electric installation. Pakland Trading Corp. C&M Gazette Bldg. 48, The Mall, Lahore. WTD 1/24/64.

333 Primary Smelting, Refinery of Nonferrous Metals

AUSTRIA—Electrolytic copper (wire bars); about 2,000 tons annually. Michael Gruber, Handel mit Metallen, Karolinengasse 23, Vienna IV. WTD 4/6/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply of 217 Kms. of aluminum and lead sheathes of telecommunication cable. Tender No. P/SE-3/12017/R/I, bid deadline May 19. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $2.10 each from India Supply Mission (Ref. D/ENQ/995), 2536 Massachusetts Ave., N.W., Washington, D.C. 20008.

PAKISTAN—Nonferrous metals: ingots of copper, zinc, tin, lead, antimony, aluminum; brass wire netting, brass wood screws, aluminum foil, brass pipes 5-40 mm. outer dia., copper and brass tubes ¼″ to 3″; ferro alloy: ferro silicon and ferro manganese. Direct purchase and agency. Exporters Combine (manufacturer's agent, importing distributor), 6 Brandreth Rd., Lahore 7. WTD 4/3/64.

Copper rod, pipe sheets including highly polished sheets specially prepared for block-making, lithographic sheets, tube and ingots of 99.5% purity, aluminium sheets and ingots; lead pipe, wire and sheets; zinc ingots, wire and sheets; tin block brass sheets, pipes, tubes and ingots; antimony; white metal; nickel wire; ferro alloy: tungsten metal and products; calcium-manganese-silicon; calcium silicide, other compositions used for alloying in cast iron. Pakland Trading Corp., C&M Gazette Bldg., The Mall, Lahore. WTD 1/24/64.

342 Cutlery, Hand Tools, General Hardware

NETHERLANDS—Small automotive handtools, except pliers, chisels, wrenches, metal snips. Direct purchase and/or agency. Requests replies from manufacturers only. Technische Handelsonderneming J. Pauwelussen (importer, sales agent), 16/18 Fr. Mentonstraat, Alkmaar.

PAKISTAN—Hardware: nuts, bolts, hinges, curtain railing, screws, wood screws, steel wire ropes, steel flexible pipes. Exporters Combine (manufacturer's agent, importing distributor), 6 Brandreth Rd. Lahore 7. WTD 4/3/64.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Gasburners for room heating from 28,000 to 60,000 BTU. Requests replies from manufacturers only. Fa. Carl Heinrich Jr. (importer, wholesaler), 37 Voorhaven, P.O. Box 6150, Rotterdam.

Gas burners, boilers, boilers especially equipped with burner bars up to 2.5 million BTU. Burners for fire tube boilers, forced draught boilers (2-way, 3-way). Requests replies from manufacturers only. N.V. Technisch Handelsbureau G. de Boer (importer), 103 Kloveniersburgwal, Amsterdam-C. WTD 12/5/63.

Gas heating equipment, home heating, in exclusive styles. Requests replies from manufacturers only. N.V. Technische Handelmaatschappij "Flevo-Hilversum" (importer, wholesaler), 43 's-Gravelandseweg, Hilversum.

344 Fabricated Structural Metal Products

NETHERLANDS—Steel boilers, boiler house material, boiler house equipment. Direct purchase and agency. Holima Ingenieursbureau voor warmte & koudetechniek N.V., 181 Prins Hendrikkade, Armsterdam. WTD 12/11/62.

Gas heat exchangers to use in conjunction with turbines to utilize exhaust heat. Requests replies from manufacturers only. Syndicaat voor Handel en Industrie "Synela" (importer), Amsterdam.

349 Fabricated Metal Products

MOROCCO—Malleable iron pipe fittings such as elbows, tees, caps, sockets, unions, nipples, bends, assorted sizes, types. Quotations Casablanca. Ets. Danube (importer), 52, rue Abdelhamid Bnou Badis, Ain Sebaa, Casablanca.

351 Engines, Turbines

NETHERLANDS—Gas engines, turbines. Extremely interested in locating a 5,000 KVA turbine immediately. Requests replies from manufacturers only. Syndicaat voor Handel en Industrie "Synela" (importer), 2a Dam, Amsterdam.

● **PAKISTAN**—Marine diesel engines for use in fishing boats, 5; 45 BHP, 1800 r.p.m.; 3, 90 BHP, 850 r.p.m., 2; all complete with reduction gears, tools, accessories, stern gear. Tender No. S-12/368/63-64, bid deadline May 16. The Director of Supply, EPIDC House, Motyheel, Dacca 2.★ (Telephone: 202-WO 7-4242).

352 Farm Machinery

PAKISTAN—Farm tractors, corn dryers, power sprayers, spare parts. Agency basis. Akbar Bros. (manufacturer's agents and distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

● **UAR**—Supply, erection, start-up of 10 animal and poultry mixed feed plans. Capacity of each, 10 tons of pellets per hour. Bid deadline July 18. The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

353 Construction Machinery

See also SPECIAL TRADE LEADS on page 45.

● **BURMA**—One electric overhead traveling gantry with 5-ton capacity. Tender No. 35/20/MACH: 1/(64), bid deadline May 22. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● One bituminous heater, horizontal, 100 gal. capacity, mounted on 4 steel wheels. Tender No. 12/16/MACH: (63-64), bid deadline May 18. Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-5566).

● **INDIA**—Manganese steel apron feeders at 350 tons per hour and at 250 tons per hour. Tender No. 579/Beas/PR/51205/P-47, bid deadline June 26. Superintending Engineer, Procurement Circle, P.O. Talwara Township, (PB).★ (Telephone: 202-WO 7-5589).

PAKISTAN—Earthmoving machinery: crawler tractors; graders; scrapers; dumpers. Water well drilling rigs, spare parts. Batching plants, concrete mixers, lifts, trucks, cranes, and spares. Agency basis. Akbar Bros. (manufacturer's agents and distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

Motor graders, stumper-rake, asphalt finisher, bitumen spreader, road roller, pneumatic tire roller, paver finisher. Bull dozers, scrapers, tree-fellers, shovel loaders, excavators, drilling rigs, pumps, agricultural implements. Pakland Trading Corp., C&M Gazette Bldg., 48 The Mall, Lahore. WTD 1/24/64.

● **TAIWAN**—2, 4,000 lb. gas fork lift trucks. Tender No. GF3C—17916, bid deadline May 15. Central Trust of China, Purchasing Dept., 49 Sec. 1 Wuchang St., Taipei.★ (Telephone: 202-WO 7-5589).

354 Metalworking Machinery

● **INDIA**—Plate shear in all steel construction; max. plate thickness 10 mm; max. cutting length 3.9 meters. Tender No. SWP-6/19664-N/II, worldwide procurement, bid deadline June 23. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. D/ENQ/994. Price $1.75.

● Precision contour cutter grinding machine max. dia. 175 mm.; max. cutter length 280 mm.; min. concave radius 0.5 mm. Tender No. SWP-7/11003-R/III, worldwide procurement, bid deadline May 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, Ref. D/ENQ/990. Price $1.05.

NETHERLANDS—Power driven hand tools designed to meet European safety standards, for use in home workshop. Direct purchase and agency. Grohanex N.V. (agency), 22 Vondelstraat, Amsterdam. WTD 8/28/63.

Concrete drilling machinery. Direct purchase and/or agency. Requests replies from manufac-

turers only. Constructie- en Montagebedrijf "Victory" (manufacturer), 1 Prins Hendrikkade, Amsterdam-C.

Automatic carwashers. Wishes to buy one or two directly to be operated in Netherlands; also to obtain exclusive representation (agency basis) of U.S. manufacturer. Requests replies from manufacturers only. Osinga & Zweep (importer, sales agent), 51 Ch. van Montpensierlaan, Amstelveen.

Sawing machines, metalworking: bow sawing machines, sawing machines, rotary cold saws. Requests replies from manufacturers only. Machinefabriek "Bewo" (manufacturer, importer), 27 Hart van Brabantlaan, Tilburg.

PAKISTAN—Capstans, lathes, drills, shapers, planners, milling machines, grinding, honing, polishing, lapping machines; electric and gas welding plants; furnaces: gas coke, coal gas, oil fired, electric; testing machines for workshops, engineering laboratories. Pakland Trading Corp., C&M Bldg., 48 The Mall, Lahore. WTD 1/24/64.

Workshop machinery: automobile, railroad, agriculture. Surface and crankshaft grinders, lathes, welding machines, diesel generators, compressors, power hammers, forging hammers, machine tools, electrical tools, spares. Agency basis. Akbar Bros. (manufacturer's agents & distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

PHILIPPINES—Electrical hand tools including hand drills, bench grinders, portable hand grinders. Direct purchase and agency. August Merx, Vice-President & General Manager, Solex Tool Corp. (importer, wholesaler, indentor), 355 Barraca, Manila. WTD 5/27/63.

SAUDI ARABIA—Machines: drilling, boring, grinding, threading, welding, cutting; accessories for machine tools, especially for drilling, grinding purposes: importer, wholesaler, retailer requests quotations c.i.f. Jidda. Tabsh Trading & Engineering, & Modern Turner, P.O. Box 1389, Jidda.

355 Special Industry Machinery

See also SPECIAL TRADE LEADS on page 45.

HONDURAS—Machine for manufacturing plastic ribbon in various colors and different widths, to be used for gift wrapping. Attn: Ricardo Alvarez R., Sociedad General de Comercio, S.A. (manufacturer), Aptdo. Postal 410, Tegucigalpa, D. C. WTD 2/27/64.

● **INDIA**—Equipment to manufacture 12.5 tons/8-hr. shift of ceramic pipe in 3, 4, 6, 9, 12″ sizes. Bid deadline May 30. Gwalior, potteries, the M.P. State Industries Corp., Ltd., Box 18. Gwalior, Madhya Pradesh.★ (Telephone: 202-WO 7-5589).

● Precision electroplating equipment, suitable for rack or barrel plating for electronic components, tank capacity 100 liters. Tender Number AEE/P/CAP/8890, bid deadline June 3. Atomic Energy Establishment Trombay (Purchase Division), Government of India, Mohatta Bldg., 3rd Fl., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Spinning machines for cotton, woolen industries. Direct purchase and agency. Textiel-Technisch Bureau Buitenhuis (agency), 14 Faberstraat, Enschede.

PAKISTAN—Art silk fabrics; embroidery, embossing machines; PVC sheeting plant 54″ wide roller complete unit for blending, embossing, printing, machines. Pakland Trading Corp., C&M Gazette Bldg., 48 The Mall, Lahore. WTD 1/24/64.

SWEDEN—Textile mill equipment such as heddles, drop wires. Direct purchase and agency. Jean Grob & Co. (agent), Kvartersgatan 4b, Göteborg C.

VIET-NAM—Calendar edging machine 20″ wide complete with first bend attachment. Model of rims and suspenders to be offered. Direct purchase and agency. Dinh Xuan Thao (indent agent), P.O. Box 691, Saigon. WTD 4/6/64.

356 General Industrial Machinery

See also SPECIAL TRADE LEADS on page 45.

● **BURMA**—2, 350-gallons per minute, multistage centrifugal pumps for water. Tender No. 56/21/MACH: 1/(64), bid deadline May 25. The Secretary (1), People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● 4 centrifugal pumps, 2 350-imperial gals./minute; 2 520-Imperial gals./minute. Tender No. 7-9/MACH: 1 (64), bid deadline May 14. The Secretary 1, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Centrifugal water pumps: 2 at 50 gallons per minute, 2 at 85 gallons per minute, one at 100 gallons per minute, 2 at 5,000 gallons per hour. Tender No. 13/MACH: (63-64), bid deadline May 18. The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

GERMANY—Drive components; hydraulic, pneumatic aggregates; hydraulic, pneumatic, electric controls, components. Direct purchase and agency. Erwin Huber, Ingenieurbuero (sales agent), 741 Reutlingen, Konradin-Kreutzer-Str. 5. WTD 3/26/64.

NETHERLANDS—Compressors for gas transmission. Requests replies from manufacturers only. Syndicaat voor Handel en Industrie "Synela" (importer), 2a Dam, Amsterdam. WTD 10/9/64.

Automotive paint spraying outfits. Requests replies from manufacturers only. J.H.S. Brinkman (manufacturer), 55-56 Soetendaalsekade, Rotterdam.

All types of fans for industrial use. Requests replies from manufacturers only. Droogtechniek & Luchtbehandeling N.V. (manufacturer, importer, exporter, wholesaler), 39-41 Nieuw Mathenesserstraat, Rotterdam.

Heaters, water, industrial. Requests replies from manufacturers only. N.V. Technisch Handelsbureau G. de Boer (importer), 103 Kloveniersburgwal, Amsterdam. WTD 12/5/63.

SAUDI ARABIA—Diesel water pumps of all types; importer, wholesaler, retailer seeks offers c.i.f. Jidda. Ahmad 'Omar Bawazir, P.O. Box 302, Jidda. WTD 10/23/62.

● **TURKEY**—1 diesel powered air compressor, capacity 600 liters per minute. Tender No. 3001-523, bid deadline May 13. Material Purchasing Dept., Turkish Maritime Bank, Istanbul.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

● **IRAQ**—Typewriters, 75 Arabic 18″-20″; 50 Arabic 11″-12″; 20 point type size. Tender No. 15/64, bid deadline June 7. Terms and specifications from Central Foreign Purchasing Board. Ministry of Finance. Baghdad, against payment of ID 0.500 ($1.40) per copy, plus $0.70 to cover air mailing charges from Baghdad to the U.S.★ (Telephone: 202-WO 7-4378).

NETHERLANDS—Addressing machines, alcohol type, dry copying machines. Direct purchase and agency. Argo Handelsonderneming N.V. (agency), 8 Passeerdersgracht, Amsterdam.

358 Service Industry Machines

GERMANY—Automatic, semi-automatic water treatment plants, automatic valves, timers, controllers. Hager & Elsaesser (manufacturer), 7 Stuttgart-Vaihingen, Ruppmannstrasse 26. WTD 4/23/62.

● **INDIA**—Vacuum cleaner, portable, industrial, 1: to be used in radioactive areas to operate on 230 V. 50 cycles A.C. power supply. Tender AAEE/P/CAP/8576, bid deadline June 23. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., 3rd Floor, Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-4379).

NETHERLANDS—Ultrasonic cleaning apparatus for watch making industry, industry in general and hospitals. Similar equipment for purposes other than cleaning for sale to above industries. W.G. van Stigt, Elektronische Meet-, Regel- en Schoonmaakapparatuur (importer), 6 Leo Dongelmanstraat, Abcoude.

SAUDI ARABIA—Evaporative air coolers for household use; importer, wholesaler, retailer requests replies from exporters. Armad 'Omar Bawazir, P.O. Box 302, Jidda. WTD 10/23/62.

● **UAR**—Supply, erection, commissioning of humidification equipment for Weaving Shed at El Kanater El Khairia. Bid deadline June 20. The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5589).

361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Auto-transformers, 330 kv, 150 Mva, single phase, 50 cycles, with on-load tap changers, 3. Tender No. 1497, bid deadline June 8. Specifications available upon payment of $22.50 per set from the Manager & Secretary, Electricity Commission of New South Wales, Kelvin House, 15 Castelreagh St., Sidney, N.S.W. (Box 5257, G.P.O., Sidney, N.S.W.); fee is refundable on receipt of bona fide tender.★ (Telephone: 202-WO 7-4242).

● **GREECE**—Fuse cutouts, 6.6 kv, single pole, outdoor, drop-out type, 1,113; fuse holders, expulsion type, 852; fuse cutouts, 22 kv, single pole, 705; fuse links, expulsion type, 5-60 amps.; 2,325; fuse cartridges, current limiting 6.6 kv, drop out type, 10-60 amps.; 535; fuse cartridges, current limiting, 22 kv, drop-out type, 3-15 amps.; 1,140. Tender No. PAP-1467, bid deadline May 15. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens. In case award is made to a U.S. firm, procurement may be charged against AID loan.★ (Telephone: 202-WO 7-4242).

PAKISTAN—Electrical distribution equipment: steel poles, copper, aluminum conductors, transformers, porcelain insulators. Akbar Bros. (manufacturer's agents & distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

362 Electrical Industrial Apparatus

● **BURMA**—One diesel generator set vertical, 4 stroke, 6 cylinder, 140 BHP, 1,500 r.p.m. diesel engine; 400 volt, 3 phase, 4 wire, 50 cycle, 75 kw generator with switchboard, auxiliary equipment. Tender No. 8/11/MACH: 1 (64), bids close May 14. Secretary, Peoples

Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202-WO 7-4189).

● **IRAQ**—Supply and erection in Rutba of 3 diesel generating sets, max. 600 r.p.m., 400/231 volt, 3 phase, 4 wire, 50 cycle with switchboards, auxiliary equipment. Tender No. 15, bids close June 2. Specifications from Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, upon payment of $22.40 including air mail charge.★ (Telephone: 202-WO 7-4242).

● Supply and erection in Chargat of 3 100-kw diesel, max r.p.m. 600, generating sets 400/231 v., 3 phase, 4 wire, 50 cycle with switchboards, auxiliary equipment. Tender No. 16, bids close June 2. Specifications from Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad, upon payment of $24.50 including air mail charge.★ (Telephone: 202-WO 7-4242).

SAUDI ARABIA—Gasoline generating set, diesel generating set, battery generating set small size; importer, wholesaler, retailer seeks offers c.i.f. Jidda. Tabsh Trading & Engineering, & Modern Turner, P.O. Box 1389, Jidda.

363 Household Appliances

MOROCCO—Hand operated coffee grinding machines made of wood, plastic. Quotations Casablanca. Ets. Danube (importer), 52, rue Abdelhamid Bnou Badis, Ain Sebaa, Casablanca.

NETHERLANDS—Coffee percolators; fryers with thermostat, electric, household; 50 cycles, 220 v. Requests replies from manufactures only. Vroon Verkoopkantoor (importer), 89 Prof. Lorentzlaan, Soesterberg.

All types of kitchens, kitchen equipment, especially natural gas fired. Direct purchase and/or agency. Requests replies from manufacturers only. Kievit's Handelsonderneming (importer, wholesaler, sales agent), 326 Voorstraat, Dordrecht.

Heaters, water, domestic. Requests replies from manufacturers only. N.V. Technisch Handelsbureau G. de Boer (importer), 103 Kloveniersbrugwal, Amsterdam-C. WTD 12/5/63.

PAKISTAN—Electric instruments, accessories: meters of all kinds, battery chargers, cell testers. Direct purchase and agency. Exporters Combine (manufacturer's agent, importing distributor), 6 Brandreth Rd., Lahore 7. WTD 4/3/64.

PHILIPPINES—Waterheaters: electric, gas ranges; electric: refrigerators, washing machines, fans, floor polishers. Direct purchase, possibility of local assembly. United General Industries, Inc. (wholesaler, retailer), 514 Ayala Blvd., Bx 720, Manila.

SAUDI ARABIA—Electric fans for domestic use; household refrigerators; automatic, non-automatic washing machines; importer, wholesaler, retailer, seeks offers c.i.f. Jidda. Ahmad 'Omar Bawazir, P.O. Box 302, Jidda. WTD 10/23/62.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Medium quality residential incandescent, florescent lighting fixtures, all types; all types, medium quality table, floor lamps. Requests descriptive literature and price lists. Bevilles (Vic) Pty. Ltd., 327 Bourke St., Melbourne, Victoria.

MOROCCO—Storm-lamps. Quotations Casablanca. Ets. Danube (importer), 52, rue Abdelhamid Bnou Badis, Ain Sebaa, Casablanca.

● **TURKEY**—Beacons, marine, for buoys, battery operated, 2; marine beacons, portable, battery operated, 2. Tender No. 3001-513, bid deadline May 14. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Material Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-4242).

● **VIET-NAM**—Switches, cut out; cables, accessories. Tender No. 1203-04044, bid deadline May 20. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Specifications in French.★ (Telephone: 202-WO 7-4242).

365 Radio, Television Receiving Sets

GIBRALTAR—Transistor radios. Khubchand, Ltd. (importer, exporter, retailer, wholesaler), 55/57 Main St., WTD 4/4/64.

LIBYA—All kinds of television sets. Ibrahim Soussi (importer, contractor) P.O. Box 309, Tripoli. WTD 10/14/63.

PHILIPPINES—Radio parts, components, plastic materials. Earn Hornbostel, President & General Manager, Radio Electronic Headquarters, Inc. (manufacturer), 173 P. Gomez St., San Juan, Rizal; Box 1400, Manila. WTD 10/5/63.

SAUDI ARABIA—All kinds of household radio receivers; tape recorders; importer, wholesaler, retailer seeks offers c.i.f. Jidda. Ahmad 'Omar Bawazir, P.O. Box 302, Jidda. WTD 10/23/62.

366 Communication Equipment

See also SPECIAL TRADE LEADS on page 45.

● **GREECE**—Supply of 3 teletype tape perforators with simultaneous printing. Tender No. 51447/64, bid deadline May 11 in Athens. Supreme Procurement Committee of the Ministry of National Defense (GHNS) 2, Paparigopoulou St., Athens. Bids may be submitted through the Naval Attache, Royal Greek Embassy, 2228 Massachusetts Ave., NW., Washington, D.C.★ (Telephone: 202-WO 7-4822).

● **NEW ZEALAND**—Highway crossing half arm barrier machines, ancillary equipment. Tender No. NZR E.806, bid deadline May 20. New Zealand Government Railways, Wellington. Specifications available from New Zealand Senior Trade Commissioner, 1145-19th St., NW., Washington, D.C. 20036.

367 Electronic Components, Accessories

PHILIPPINES—Radio materials for radio electronic manufacturing; moulding compounds. Earl Hornbostel, President & General Manager, Radio Electronic Headquarters, Inc. (manufacturer), 173 P. Gomez St., San Juan, Rizal; Box 1400, Manila. WTD 10/5/63.

Radio, television equipment, spare parts. Republic Broadcasting System, RBS Bldg., Epifanio de los Santos Ave., Box 1, Quezon City.

369 Electrical Machinery, Equipment, Supplies

SAUDI ARABIA—All kinds of vehicle batteries; importer, wholesaler, retailer seeks offers c.i.f. Jidda. Ahmad 'Omar Bawazir, P.O. Box 302, Jidda. WTD 10/23/62.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **SUDAN**—Batteries, (inert) wet cell primary. Contract No. 172, bid deadline May 20. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-4242).

371 Motor Vehicles, Motor Vehicle Equipment

AFGHANISTAN—One set each: portable cyclinder reboring machine; equipment to test valves, for valve regrinding; crankshaft grinding machine, hydraulic ram; all types of automotive spare parts. Importer requests descriptive literature, c.i.f. price quotations Karachi, insurance up to Kabul. Noor Mohammed S/O Mirza Mohammed, Ahmed Shahi Market, Kabul.

PAKISTAN—Automotive spare parts. Direct purchase and agency. Exporters Combine (manufacturer's agent, importing distributor), 6 Brandreth Rd., Lahore 7. WTD 4/3/64.

PHILIPPINES—Cars, jeeps, trucks, spare parts, accessories. Liberty Motors, Inc. (importer, wholesaler, retailer, indentor), 202-13th St., Port Area, Box 1826, Manila.

SAUDI ARABIA—Garage tools, special purpose, including wrenches, brake pliers, testers for: battery cell, dynamo, coil and ignition, twist driller; importer, wholesaler, retailer, requests offers with catalogs, price lists. Tabsh Trading & Engineering, & Modern Turner, P.O. Box 1389, Jidda.

Automotive spare parts, accessories, tools; importer, wholesaler, retailer, seeks offers c.i.f. Jidda. Ahmad 'Omar Bawazir, P.O. Box 302, Jidda. WTD 10/23/62.

372 Aircraft, Parts

PHILIPPINES—Airplanes, spare parts, accessories. Liberty Motors, Inc. (importer, wholesaler, retailer, indentor), 202- 13th St., Port Area, Box 1826, Manila.

374 Railroad Equipment

PAKISTAN—Railroad cars, wagons, axles, wheels, track rails 60, 90, 100 lb.; track recording, inspection trolleys; steel sleepers. Akbar Bros. (manufacturer's agents & distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

Steel tires, axles, wheels, buffers for locomotives; freight, passenger cars; springs, laminated or coiled. Pakland Trading Corp. C&M Gazette Bldg., 48 The Mall, Lahore. WTD 1/24/64.

Workshop tools, machinery, equipment: railroad, automobiles, general engineering machinery. Direct purchase and agency. Exporter Combine (manufacturer's agent, importing distributor), 6 Brandreth Rd., Lahore 7. WTD 4/3/64.

381 Engineering, Laboratory, Scientific, Research Instruments

GERMANY—Laboratory instruments, equipment; scientific apparatus. Direct purchase and agency. C. Desaga G.m.b.H. Nachfolger Erich Fecht (manufacturer, importer, exporter, wholesaler), 69 Heidelberg, Hauptstrasse 60. WTD 2/27/64.

Laboratory, medical equipment, instruments, supplies for universities, hospitals, laboratories of various industries. E. Klingenfuss, Nachfolger, Freiburg i.Br., Holzmarkt 10. WTD 3/31/64.

NETHERLANDS—Scientific laboratory instruments for universities, technical high schools, industry. N.V. Dr. D. H. Cocheret (importer), P.O. Box 68, Arnhem.

PAKISTAN—Soil testing instruments, agricultural research institutes. Agency basis.

Akbar Bros. (manufacturer's agents & distributors), Moti Mansion, McLeod Rd., Lahore. WTD 4/1/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

GERMANY—Gas controlling equipment, electronic or other type of flame failure safeguards; automatic safety devices; hydraulic, pneumatic controls, regulating devices. Direct purchase and agency. SRS Schuster Regel-und Steuertechnik G.m.b.H. (wholesaler, exporter, manufacturer), 7 Stuttgart-Nord, Seestrasse 58. WTD 3/17/64.

384 Surgical, Medical, Dental Instruments

● **EL SALVADOR**—Medical equipment for gastroenterology treatment. Tender No. 34 (64), bid deadline June 11. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

● Hospital isolation ward equipment and supplies. Tender No. 200/63, bid deadline May 27. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

● Medical equipment for control of gastrointestinal hemorrhages. Tender No. 33(64), bid deadline June 10. Terms and specifications in Spanish. Correspondence preferred in Spanish. Proveeduria General de la Republica, Ave. Espana 613, San Salvador.★ (Telephone: 202-WO 7-2939).

PHILIPPINES—Hospital supplies including plasters, bandages, gauze. P.R. Palting & Co. (importer, wholesaler, indentor), 707 M. Earnshaw, Sampaloc, Manila.

386 Photographic Equipment

See also SPECIAL TRADE LEADS on page 45.

GERMANY—Slide projectors and 8 mm motion picture projectors; 8 mm. motion picture cameras. Friedrich Wenz (wholesaler, retailer, mail order house), Grossversandhaus, 17 Schulberg, 753 Pforzheim/Baden. WTD 4/5/63.

NETHERLANDS—Photocopying apparatus on ammonia basis. Requests replies from manufacturers only. Fa. P.M.M. van de Kamp & Zonen, C.V. (manufacturer, importer), 36 Wegastraat, The Hague.

387 Watches, Clocks, Parts

GIBRALTAR—All kinds of clocks, watches. Khubchand, Ltd. (importer, exporter, retailer, wholesaler), 55/57 Main St. WTD 4/4/64.

394 Toys, Amusement, Sporting Equipment

GREECE—Airplanes, cars, toy, model construction; "make-it-yourself" toy kits. Importer-wholesaler, sales agent, requests replies from producers and/or exporters with cif price quotations. Agency and/or direct purchase. Elio Simon Hassid, 31 Caningos St., P.O. Box 239, Athens (147). WTD 4/8/64.

NETHERLANDS—Sporting goods, camping articles, first quality, especially playing balls made of leather and/or PVC. Direct purchase and/or agency. Requests replies from manufacturers only. Blaauw van Holland (importer, sales agent), 74 Winklerlaan, Utrecht.

395 Pens, Pencils, Office, Artists' Supplies

NETHERLANDS—Ballpoint pens, all kinds. Direct purchase and agency. J.H.G. Lammers N.V. (agency), 21 Kloveniersburgwal, Amsterdam.

Artists' supplies, drawing only, draftsmen's supplies. Requests replies from manufacturers only. Importex Nederland, 306 Koningin Julianalaan, Voorburg.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Medium quality ladies costume jewellery, all types. Requests descriptive literature, price lists. Bevilles (Vic) Pty. Ltd., 327 Bourke St., Melbourne, Victoria.

GIBRALTAR—Costume jewelry, novelties, notions, all kinds. Khubchand (importer, exporter, retailer, wholesaler), 55/57 Main St. WTD 4/4/64.

NETHERLANDS—Middle-class costume, artistic jewelry. Requests replies from manufacturers only. Handelsonderneming C.A.A. Fisser (importer, wholesaler), 28 Badhuiskade, Scheveningen.

399 Manufacturing Industries

AUSTRALIA—Medium quality ladies' comb and brush dresser sets. Requests descriptive literature, price lists. Bevilles (Vic) Pty. Ltd., 327 Bourke St., Melbourne, Victoria.

GIBRALTAR—Cigarette lighters, all kinds. Khubchand, Ltd. (importer, wholesaler, exporter, retailer), 55/57 Main St. WTD 4/4/64.

NETHERLANDS—Articles which can be used once only, preferably in hospitals, household, industry, such as sheets made of paper (for hospital use), gloves made of polyethylene, cotton; other products made of paper plastic, metal or polyethylene. Requests replies from manufacturers only. Firma Dijkstra & Co. (manufacturer, importer), 40 Mauritsstraat, Utrecht.

Luxury smokers' accessories: e.g. pipe tobacco pouches, pipe cases, pipe stands. J.W. Kroon, 15 C. van Alkemadestraat, Amsterdam.

SPAIN—Gift articles for men, principally smokers' supplies, direct purchase and agency. Armando García Cifuentes (importer, agency), Calle Antonio Maura 10, Madrid. WTD 4/7/64.

739 Business Services

LIBYA—Miscerghi Brothers seeks U.S. supply company willing to join them in providing services, supplies to oil industry, industry in general, developing under Libyan Five-year Development Plan (expenditures of approx. $475 million); especially interested in having experts from U.S. firm in Libya to assess needs for products, services as they develop. Interested firms should contact: Figli di B. Miscerghi (aka Miscerghi Brothers) importer, wholesaler, retailer, commission agent), 16 Sharia Raafei, Tripoli. WTD 3/19/63.

Leads for Importers

226 Dyeing, Finishing Textiles

SWITZERLAND—Synthetic abrasive and finishing material or fabrics such as "Scotch Brite" or "Beaver Brand Nylon Finishing Material." Niederberger & Co. (manufacturer, importer), Sternhalde 5, Lucerne. WTD 7/6/61.

249 Wood Products

ECUADOR—Wood products: bowls, trays, croquet sets, wooden tools and handles, orthopedic sandals, bar kits. Industrias Arte Practico, S. A., P.O. Box 146, Cuenca. WTD 1/11/63.

NETHERLANDS—Wood coat hangers. N. V. Brima (manufacturer), 41 Vriezenveenseweg, Vroomshoop.

251 Household Furniture

GERMANY—Air-rubber mattresses; fob Bremen of Hamburg. Koelnische Gummifaeden-Fabrik vormals Ferd (manufacturer), Kohlstadt & Co., 127 Deutz-Muelheimer-Str., 5 Koeln-Deutz. WTD 4/13/64.

282 Synthetic Materials

MOROCCO—Vegetable horsehair. Puja Freres, (manufacturer/exporter), 161 Blvd. Abdelmoumen, Casablanca.

PHILIPPINES—Fiberglass mat, fiberglass reinforced plastic sheetings, flat and corrugated. Ricardo B. Jumawan, Asst. General Manager, Philippine Fiberglas Corp. (manufacturer), 89 Riverside, San Juan, Rizal; Box 824, Manila. WTD 4/8/63.

348 Fabricated Wire Products

NETHERLANDS—Wire garment hangers. N. V. Brima (manufacturer), 41 Vriezenveenseweg, Vroomshoop.

353 Construction Machinery

GERMANY—Hand pallet trucks; manufacturer seeks importing distributor for the entire U.S. Koettgen & Cie. GmbH, Postfach 210, 507 Bergisch Gladbach. For brochure write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230.

354 Metalworking Machinery

GERMANY—Hydraulic chucks, chucking tools, hydraulic assembly elements for machine tools; manufacturer and exporter seeks importing distributors. Maschinenfabrik Hilma GmbH, Postfach 7, 5912 Hilchenbach/Westf. For brochure write: Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 11/9/62.

358 Service Industry Machines

SWITZERLAND—Air conditioners with filters, heating, ventilation, for private, commercial, industrial use. Hermann, Pieren (manufacturer/importer), Konolfingen, Canton Bern.

399 Manufacturing Industries

NETHERLANDS—Magnetic rotating instruments with motor for advertising and decorating purposes. International Distribution Co. (importer, exporter), 11 Corteslaan, Utrecht.

509 Wholesalers

MOROCCO—Hand-made leather, metal, wood artisanal items. Edgar A. Arsan (importer-exporter), 42 Ave. Hassan Seghir, Casablanca.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

243 Wood Products

NETHERLANDS—Leg brackets (wood) for woodworking furniture industry. Exclusive agency desired. Requests replies from manufacturers only. H. Vos, N.V. (importer, exporter), 18-20 Gerrit van de Lindestraat, Rotterdam-6.

262 Paper Mills

PHILIPPINES—Paper consisting of release parchment, decorative, orlon overlay paper. Agency. Federico A. Gonzalez-B, Vice-President & General Manager, Plastic Veneers, Inc. (manufacturer), 731 Aurora Blvd., Quezon City; Bx 2952, Manila. WTD 12/17/62.

264 Converted Paper, Paperboard Products

PHILIPPINES—Stationery, tablets, related items. Pacific-Asiatic Factors, Inc. (indentor), 212 Doña Saluud Bldg., 417 Dasmariñs, Manila.

281 Industrial Chemicals

PHILIPPINES—Industrial chemicals. Complete line desired. Aromatic chemicals. Essential oils. B.C. Chua, Vice-President & General Manager, Paramount International Packers, Inc. (importer, wholesaler, indentor, exporter), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

289 Chemical Products

NETHERLANDS—High quality materials which prevent growth of seaweed or barnacles on bottom of seagoing vessels; high quality materials which are resistant to violent chemical reactions. These materials will be coated on inside of tanks in chemical factories. Commission agency desired. Requests replies from manufacturers only. Corrosion Prevention Ltd., 4 Nieuweweg, Wageningen.

329 Abrasives, Asbestos, Non-Metallic Mineral Products

NETHERLANDS—Fibrous glass insulation materials for heating ducts. Exclusive agency desired. Requests replies from manufacturers only. Isoglas, N.V., 111 Brinklaan, Apeldoorn.

331 Steel Mill Products

AUSTRALIA—Tube, pipe: stainless steel, mild steel; sheet, plate: mild steel & constructional, alloy steel, stainless steel; strip: stainless steel, electrical grades of steel, bright cold rolled steel; bar, wire: silver steel, alloy & tool steel, stainless steel (particularly wire as made by Carpenter Steel Corp.). A.J. Gelme, Sales Director, Trident (Australia) Pty. Ltd., P.O. Box 249, Crows Nest, Sydney, N.S.W.

342 Cutlery, Hand Tools, General Hardware

NETHERLANDS—Hardware for woodworking furniture industry, such as hanger bolts, copper sockets for wooden legs, hinges, knobs. Requests replies from manufacturers only. Exclusive agency desired. H. Vos, N.V. (importer, exporter), 18-20 Gerrit van de Lindestraat, Rotterdam.

PHILIPPINES—General line of cutlery, hand tools, general hardware. B.C. Chua, Vice-President & General Manager, Paramount International Packers, Inc. (importer, wholesaler, exporter, indentor), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

SOUTHERN RHODESIA—Small, cheap garden tools: edged hand, agricultural, lawn, garden type. John Short (manufacturer's representative), P.O. Box 3709, Salisbury. WTD 9/16/63.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Gas and/or oil home heating units. Requests replies from manufacturers only. A. H. de Heus, Ing., Warmte Technisch Advies Bureau, 184 Eikbosserweg, Hilversum.

PHILIPPINES—Plumbing, bathroom fixtures. Anacleto M. Cortez, General Manager, First Merchandising Co. (indentor), 401 Wm. Li Yao Bldg., Florentino Torres St., Box 3401, Manila. WTD 2/28/64.

344 Fabricated Structural Metal Products

BELGIUM—Prefabricated metal dwellings. Entreprises & Travaux S.A. (contractor), 93-97 Rue de Verrewinkel, Uccle-Brussels. WTD 3/21/62.

NETHERLANDS—Inexpensive aluminum screen doors. Exclusive agency desired. Requests replies from manufacturers only. Isoglas, N.V. (manufacturer, importer, sales agent), 111 Brinklaan, Apeldoorn.

352 Farm Machinery

NETHERLANDS—Farm machinery: pneumatic bulk loading, transport equipment for meal, salt, feeds, pellets, sugar (metal or polyesther). Exclusive agency desired. Requests replies from manufacturers only. Machinefabriek en Apparatenbouw Rozema, N.V. (manufacturer, importer, exporter, sales agent), Oudeschoot, Fr.

353 Construction Machinery

NETHERLANDS—Road building machinery: earth-moving equipment, bulldozers, tractors. Exclusive agency desired. Requests replies from manufacturers only. Machinefabriek Van Vliet, N.V. (manufacturer, importer, sales agent), 16 Energieweg, Nijmegen.

PHILIPPINES—Earth-moving, related equipment. Joaquin T. Banzon, General Manager, Monark International, Inc. (importer, wholesaler, retailer), 558 Tennessee, Malate, Manila. WTD 6/8/63.

354 Metalworking Machinery

NETHERLANDS—Forming machines, rotary, metalworking, such as presses (forging, mechanical, hydraulic, metal powder); wire and bar processing machinery. Exclusive agency desired. Requests replies from manufacturers only. Firma P. & L. Neumann (sales agent), 32 Leliestraat, Hengelo.

PHILIPPINES—Acetylene welding equipment, accessories. Joaquin T. Banzon, General Manager, Monark International, Inc. (importer, wholesaler, retailer), 558 Tennessee, Malate, Manila. WTD 6/8/63.

355 Special Industry Machinery

NETHERLANDS—Machinery and equipment for manufacture of plastic products (processing or related equipment). Requests replies from manufacturers only. Reinhardt & Co. (importer, wholesaler), 6 Laan van Middenburg, Voorburg (Z.H.).

Chemical manufacturing industries machinery, equipment; petroleum refinery machinery, equipment. Exclusive agency desired. Requests replies from manufacturers only. H.J. de Milliano (sales agent), 4 Platostraat, Amsterdam-16.

PHILIPPINES—Processing machinery for alcohol, distilling, feed plants. Joaquin T. Banzon, General Manager, Monark International, Inc. (importer, wholesaler, retailer), 558 Tennessee, Malate, Manila. WTD 6/8/63.

356 General Industrial Machinery

NETHERLANDS—Furnaces, metal processing, industrial (metal powder sintering forge furnaces, vacuum furnaces). Exclusive agency desired. Requests replies from manufacturers only. Firma P. & L. Neumann (sales agent), 32 Leliestraat, Hengelo.

363 Household Appliances

IRAQ—Electric refrigerators for domestic use. Abdul Massih E. Jwaideh, Iskender Istifan Bldg., Sa'adoun St., Baghdad. WTD 10/25/62.

371 Motor Vehicles, Motor Vehicle Equipment

PHILIPPINES—Automotive spare parts. Robert O. Que, Manager, Roberts Commercial (indentor), 456-A Romero Salas, Ermita, Box 3192, Manila. WTD 2/29/64.

Auto, truck parts, accessories. Anacleto M. Cortez, General Manager, First Merchandising Co. (indentor), 401 Wm. Li Yao Bldg., Florentino Torres St., Box 3401, Manila. WTD 2/28/64.

Auto, truck, jeep spare parts. Co King Hun, General Manager, Pacific Shoe Supply Company, Inc. (importer, wholesaler, retailer), 405 Nueva, Manila. WTD 3/14/64.

Automotive spare parts, accessories. B. C. Chua, Vice-President & General Manager, Paramount International Packers, Inc. (importer, wholesaler, exporter, indentor), 201 Manhattan Bldg., Nueva St., Manila. WTD 3/7/64.

395 Pens, Pencils, Office, Artists' Materials

PHILIPPINES—All kinds, office, school supplies. Pacific-Asiatic Factors, Inc (indentor), 212 Doña Salud Bldg., 417 Dasmariñas, Manila.

396 Costume, Jewelry, Novelties, Notions

BELGIUM—Special plastic narrow zippers, nearly invisible, various colors. Buttons, polyester, imitation pearl. High quality. Exclusive agency. Anatole Herz (importer), 5 Rue Omer Lepreux, Brussels. WTD 4/6/64.

739 Business Services

MALAYSIA—U.S. buying, forwarding agent to handle all publications ordered from the United States. Marican & Sons, Malaysia Ltd., (publisher, bookseller), 321 Jalan Tuanku Abdul Rahman, Kuala Lumpur.

New water supply system to be constructed in Iraq

The Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad, invites bids to construct a new water supply system in Al-Dhuluaya, Baghdad, tender No. 7, bid deadline May 26, estimated cost about $120 to $135 thousand.

Work of this type is usually awarded to local contractors who are assisted by foreign suppliers of pumping units, sedimentation and service tanks, chlorinators, pipes, valves, filters. These imported materials usually comprise 50 to 60% of the total project cost.

The Embassy will assist U.S. firms whenever possible in finding agents or supplying appropriate publications.

Terms and specifications may be obtained from the Directorate General for $42 per copy plus $2.50 air mail charges. Additional Embassy information and one copy of the tender and specifications is available for review only in the Building Materials & Construction Industries Division, BDSA-306, Department of Commerce, Rm. 4012, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

U.S. products being sought by Italian supermarket chain

Supermarkets Italiani, S.P.A., a chain of fourteen supermarkets in Italy, is interested in new U.S. products to add to its lines of merchandise. The chain has 9 stores in Milan and 5 in Florence with 3 more to be added by the end of 1964. Sales amounted to over $30 million in 1963 and are expected to total about $34 million in 1964, according to the manager, Richard D. Simpson.

The firm does not have a buyer in the United States but orders all merchandise directly from manufacturers or through its agents in Italy.

Presently, the chain is preparing to introduce into its stores U.S. items such as kitchen paper towels, paper napkins, paper cups, toilet tissue, and is particularly interested in importing enriched U.S. flour to be made into bread by its bakery.

Office supplies tender issued

The Central Purchasing Authority, 140 Hong Thap Tu, Saigon, Viet-Nam, has issued Tender No. 1204-04044 with a bid deadline of May 29 for a complete line of office supplies in substantial quantities.

Requirements include 45,000 boxes of stencil paper, 60,000 boxes of typewriter ribbon, 80,000 reams of white manifold paper, 15,000 bottles of stencil correction fluid, 5,000 bottles of ink, and many other office supply items.

A copy of the tender is available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA—303, Department of Commerce, Washington, D.C. 20230. (Telephone: 202—WO 7-3003).

Iraq extends bid deadline

The Director General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad, announced the extension of the bid deadline on Tender No. 71 (Water supply system in Iraq) from March 10 to May 12. (INTERNATIONAL COMMERCE, February 10, p. 26).

A copy of the tender and specifications is available for review only in Room 4012, Building Materials and Construction Industries Division, Department of Commerce, BDSA-306, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Pakistan seeks bids on study of railway factory feasibility

The Secretary, East Pakistan Railway Board, is inviting worldwide bids, tender No. P&D-62/CF/CTG, with a deadline of June 15, from manufacturing firms for preparation of a project report and feasibility study for the establishment of a factory for manufacturing railway carriages and wagons.

Further particulars may be obtained from the Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong, Pakistan, upon payment of $5.25 (not refundable), or may be reviewed in the Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3296).

A set of the documents is also available for review at the Consulate General of Pakistan, 12 East 65th St., New York, N.Y.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January, unless otherwise marked.

Beverages, Alcoholic Manufacturers—Venezuela.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers, Dealers and Manufacturers—Spain, March.

Medicinal and Toilet Preparation Importers, Dealers and Manufacturers—Spain.

India issues tender for 5-ton freeze drying plant

The Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi, has issued Tender No. S/Project/87008-R/VI, bid deadline May 28, for a complete 5-ton, 24-hour day freeze drying plant for mutton including a slaughter house.

Tenderers will be responsible for supplying and installing equipment. Tenders are available from India Supply Mission, (Ref. D/ENQ/991), 2536 Massachusetts Ave., NW., Washington, D.C.

Further information is available from G.I.E. & C. Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589, on a short-term loan basis to firms located in the U.S.

Automatic signaling equipment needed for railway in India

The Chief Signal and Telecommunication Engineer, South Eastern Railway, Garden Reach, Calcutta, India, has issued worldwide tender No. CSTE/AUTO/ULB/64, with a deadline of July 31, for design, supply, erection, wiring, testing, commissioning and maintenance of automatic signaling equipment on Santragachi-Tikiapara and Santragachi-Uluberia sections of South Eastern Railway.

Tender documents may be obtained from the office of the Chief Signal and Telecommunication Engineer, at the above address, upon payment of $5.25, excluding postage, or may be seen with drawings in the Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-3296).

Bids invited by New Zealand for valves, semiconductors

The Stores Manager, Civil Aviation Administration, Private Bag, Wellington, has issued tender No. CAQ 58/64, with a deadline of May 28, on quantities of 18 types of electron tubes (valves) and 2 semi conductors.

Preference will be given to tenderer offering current production types of electron tubes (valves) in strict compliance with CV or JAN/MIL specifications.

Copies of the tender are available from the New Zealand Senior Trade Commissioner, 1145-19th St., NW., Washington, D.C. 20036.

A copy of the tender is also available on a short-term loan basis to firms located in the U.S. from Electronics Division, BDSA-308, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Iraq to announce tender for Daura turn-key lube oil plant

Mohamed Jabr Hassen, Director General of the Government Oil Refineries Administration (GORA), Ministry of Oil, Baghdad, has informed the Embassy that an international tender will be announced in 3 months for a turn-key lube oil plant at the Daura oil refinery near Baghdad. Annual production will be 37,000 tons. Total cost of the project, estimated at $12 to $15 million, will be financed by the Iraqi Government; funds have already been allocated.

Specifications are being prepared by GORA, the agency responsible for execution of this project. Arrangements are being made to obtain the services of a U.S. expert to advise on the type of oil that should be produced and to assist in preparing the final draft of the tender documents.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Honorable Alan W. Munro, Deputy Premier, State of Queensland and

Minister, Industrial Development, The Government of Queensland, Department of Industrial Development, P.O. Box 183, North Quay, Brisbane, interested in U.S. **investments** in Queensland. May 9 via Honolulu for 3 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Honolulu, Los Angeles, San Francisco, New York.

William M. Kelly, representing Raymor Pty. Ltd., Bermill St., Rockdale, N.S.W., interested in **nonferrous foundry equipment** and **machine tools;** also requesting technical information on **automation of foundry production.** Here for 2 weeks. c/o Ambassador Hotel, Boardwalk & Stenton Place, Atlantic City, N.J.; Commodore Hotel, Sutter & Jones St., San Francisco, California. Itinerary: San Francisco, Atlantic City, New York, Charleston, West Va.

Michael B. Condon, representing Northern Bottling Co. Pty. Ltd., Box 117, Port Pirie, interested in possibility of acquiring **second-hand canning plant for carbonated beverages** with production rate of 600-1000 dozen per hour; **production line for filling bottles.** May 5 via Minneapolis for 3 months. c/o St. Moritz Hotel, 50 Central Park South, New York, N.Y. (May 16-30). Itinerary: New York.

AUSTRIA—Oswald Rada, representing self, Johannessiedlung 1, Poysdorf, N.Oe., interested in contacting **producers** and **distributors of cast** and **natural stone, manufacturers** of **monuments, operators** of **quarries,** with a view to exporting its own stone products, e.g., marble furniture tops, monuments, etc.; also requesting technical **information on new methods of stone cutting; marketing know-how.** May 5 via New York for two weeks. c/o Hotel Paris, West End Ave. at 97th St., New York, N.Y. Itinerary: Washington, Philadelphia, New York.

BELGIUM—R. de Kriek, Manager, Anciennes Usines Welders, SPRL, 136, ave. du Port, Brussels 2, manufacturer of **stainless steel industrial equipment** for chemical industry, interested in contacting U.S. firms likely to grant **manufacturing license in Belgium to cover European market.** May 11 via New York for 2 weeks. c/o Statler Hilton Hotel, 401 Seventh Ave., New York, N.Y. Itinerary: New York, Washington, (May 14-16); Cincinnati (May 19-22).

Gaston C. J. Borsu, Manager, E. Fueter & Co., 263, Ave. Louise, Brussels, interested in **x-ray** and **electro-medical equipment.** May 8 via New York for 2 weeks. c/o Park-Sheraton International Hotel, 56th St., & Seventh Ave., New York, N.Y. (May 8-11; May 22); Hilton Hotel, 125 Copper Ave., NW., Albuquerque, N.M. (May 12); Statler Hilton Hotel, 930 Wilshire Blvd., Los Angeles, Calif. (May 16-18); Sheraton-Palace Hotel, 639 Market St., San Francisco, Calif. (May 19).

Marcel Van Alstein, Technical and Commercial Manager, Establissements Jules Fonson, 49 rue des Fabriques, Brussels, interested in expanding its activity by **manufacturing as subcontractor for U.S. firms—metal parts** stamped, punched, embossed and pressed, finished or semifinished, assembled or not; also contacting U.S. producers for possible **manufacturing arrangement** in Belgium. May 8 via New York for 15 days. c/o Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y. Itinerary: New York (May 8-11); Washington, Chicago, Detroit.

Eric Wolf, Manager, Maison Alfred Wolf, SPRL, 29 rue des Pierres, Brussels 1, interested in **importing small surgical, medical** and **hygienic articles** (excluding instruments or furniture); **exporting toothpicks, ear cleaners,** as well as fancy and advertising **thermometers.** May 8 via New York to May 22. c/o Mr. Paul Leston, 1349 Lexington Ave., New York, N.Y. Itinerary: New York.

BRAZIL—Dr. Roberto Campos Guimaraes, representing Sudeste S.A. Comercio e Exportacao, and Nogueira Guimaraes S.A.-Esquadrias, Ave. Paulista 2073, conj. 1212, Sao Paulo, interested in contacting potential importers of Brazilian goods such as **woods** and **veneers, canned fruits** and **juices, leather goods, giftware, novelties.** Here for 3 weeks. c/o Taft Hotel, Seventh Ave. & 50th St., New York, N.Y. Itinerary: New York, Washington, Chicago.

ENGLAND—H. Rubin, Director, J. S. Rundell Ltd., 2-8 Honduras St., Old St., London, E.C.1., interested in contacting U.S. firms wishing to export **handbags, travel goods, small leather goods** to U.K. Second-third week, May, via New York for 2-3 days. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

Garry D. Hill, representing Universal Agents, 75 Lake View, Edgware, Middlesex, import/export, interested in contacting U.S. firms on behalf of British companies with a view to both importing British products and exporting U.S. products including **automotive, builders', merchants', hardware** and **garden commodities.** Here for 5-6 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: As required.

William Paterson, Director, Lonsdale & Paterson Ltd., Coopers Buildings, Church St., Liverpool 1, interested in export from U.S. of **meat** and **meat products (fresh frozen).** May 5 via Chicago for 3-4 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Chicago, Omaha, Kansas City, Mo., Seattle, Los Angeles.

FRANCE—Fred Grunberg, President-General Manager, Establissements Fred-Chantin, 66 Chaussee d'Antin, Paris 9, and Jean Grunberg, Director, Establissements TEKA, 36bis Blvd. Haussmann, Paris 8, interested in importing men's and women's **ready to wear** and would like to contact U.S. manufacturers desirous of exporting to France above items. May 8 via New York for 3 weeks. c/o Waldorf-Astoria, Park Ave. & 50th St., New York, N.Y. Itinerary: New York, Washington, Chicago, Pittsburgh, Miami.

GERMANY—Wilhelm Hacker, representing Ferdinand Meislahn, Holstenstrasse 38-40, Kiel, interested in contacting manufacturers of **textiles, linens** and **lingerie.** Here for 2 weeks. c/o Manhattan Hotel, 44th to 45th St. & Eighth Ave., New York, N.Y. Itinerary: Miami, New York, Chicago.

Peter Lutz, representing Gottlieb Duttenhoefer, tin goods manufacturers, 6733 Hassloch/Pfalz, interested in visiting plants manufacturing **packaging material** such as drums; also requesting technical information on above. Here for one week. c/o Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y. Itinerary: New York, Washington.

Heinz-Georg Rehfeld, representing Kommanditgesellschaft Europa-Wein-Import GmbH. & Co., Sorbenstrasse 62, Hamburg 26, interested in **contacting wine** and **whisky distillers** and **fruit juice producers;** also requesting technical **information on harvesting** and **bottling same.** Here for 2 weeks. c/o Department of Commerce Field Offices in itinerary and in Cincinnati and Jacksonville. Itinerary: New York, Philadelphia, Washington, Miami, Tampa, Louisville, Ky., San Francisco, Portland, Seattle, Chicago.

HONG KONG—Fu Yam Chi, Director, Hong Kong Aluminum Ltd., 505 Fu House, 7 Lee House St., Hong Kong, interested in contacting suppliers of **aluminum building and construction materials;** also requesting technical information on **latest developments in fields** related to above lines. Here for six weeks. c/o Alcoa International Inc., Alcoa Bldg., Pittsburgh, Pa. Itinerary: New York, Pittsburgh, Chicago, Philadelphia, Los Angeles, St. Louis.

INDONESIA—Harlan Bekti, President-Director, Teknik Umum P.T. (General Technics Ltd.), 86, Djl. K.H.A. Wahid Hasjim, Djakarta, interested in **contacting potential importers of** Indonesian products such as **teakwood, rattan, coffee, manganese, bauxite.** Here for one week. c/o Indonesian Pavillion, New York World's Fair, New York, N.Y. Itinerary: Washington, New York.

IRAN—Dr. K. Mottahedan, representing Asia-Chemical & Industrial Corp., 163 Eisenhower Blvd., Tehran, interested in importing **sugar, tallow, chemicals, insecticides, vegetable oil, glass; licensing arrangements** for **glass chemicals, dyes, paints, synthetic fiber** in Iran. Here for 3 months. c/o Iran Overseas Corp., 74 Warren St., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Chicago, Los Angeles, San Francisco.

IRAQ—Antranik Zenoontian, owner, Al-Rafidain Commerce and Commission Bureau, Basra, interested in purchasing **rice** and contacting U.S. exporters of **wheat, dried beans, dried skim milk, fresh eggs, canned foodstuffs.** Here to May 13. c/o Statler Hilton Hotel, Seventh Ave. & 33rd St., New York, N.Y. Itinerary: Houston (May 3-9), Los Angeles (May 10-13).

IVORY COAST—Fakhry Fakhry, representing Societe Africaine de Bonneterie, Km 6, Blvd. de Marseille, Abidjan (B.P. 4331), interested in buying **winding, knitting, dyeing, finishing machines** and **boiler for** use in **clothing factory.** First week May via New York for one month. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Chicago.

LEBANON—Badrig Afeyan, representing self, P.O. Box 765, Ghraoui Bldg., Place Assour, Beirut, interested in **leather board, pressed cardboard, plastic sheetings, artificial leather, rubberized cloth, zipper fasteners** (particularly job lots). Here for 3 weeks. c/o Bedford Hotel, 118 E. 40th St., New York, N.Y. Itinerary: New York, Boston.

Omar Barrage, representing Levant Trading Co. of Lebanon, P.O. Box 1547, Rue Bechara El-Khoury, Beirut, and Barrage Freres & Co., P.O. Box 2123, Rue Bechara El-Khoury, Beirut, interested in **home appliances** and **pharmaceutical products.** May 7 via Chicago for 2 weeks. c/o Borg-Warner International Corp., 36 S. Wabash Ave., Chicago, Ill.; U.S. Ethicals, Inc., 3702 48th Ave., Long Island City, New York. Itinerary: Chicago, New York.

MEXICO—Sr. Emilio Medina and group of 27 students, School of Chemical Engineering, National Polytechnic Institute, Mexico, D.F., interested in **visiting plants** to study procedure and technique. May 4 via San Isidro for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: Los Angeles (May 7-11); Portland (May 16); Seattle (May 19); Salt Lake City (May 27); Phoenix (May 29).

NEW ZEALAND—P. H. Rothschild, repre-

senting P. H. Rothschild & Co. Ltd., P.O. Box 170, Lower Hutt (Wellington), interested in **electronic components** and **measuring equipment** including oscilloscopes valve voltmeters, digital voltmeters, frequency meters, R.F. power meters; agencies and sole distributors for connectors, plugs and sockets, above types of measuring equipment. Also **technical books** and **publications; educational electronics** and **suitable equipment, kits, studies,** for use in schools. Here through 8/1/64. c/o K. Weiss, 15 Tanglewood Rd., Needham Heights 94, Mass. (5/4-6/1/64); L. Bial, 41 W. 96th St., New York, N.Y. (6/1-8/1/64). Itinerary: Boston, New York.

PAKISTAN—M. Q. Hazir, representing Hazir Industries Ltd. and Victory Electrical Engineering Co. Ltd., 8, Chartered Bank Chambers, McLeod Rd., Karachi, interested in contacting U.S. firms interested in **investing in the domestic electrical appliance industry;** also requesting technical information on **electrical appliances,** particularly **household appliances.** Here for 6 weeks. c/o Pakistan Consulate General, 12 E. 65th St., New York, N.Y. Itinerary: New York, Washington, Chicago, Boston.

SCOTLAND—H. Couts, representing B. Couts & Sons Ltd., 2/4 Norfolk St., Glasgow, C.5., interested in importing **nylon upholstery fabric.** Here for one week. c/o Commodore Hotel, 42nd St. & Lexington Ave., New York, N.Y. Itinerary: New York.

SOUTH AFRICA—M. Mauerberger, Managing Director, M. Mauerberger (Pty.) Ltd., and Union Textile Mills Ltd., P.O. Box 154, Cape Town, interested in purchasing **textile waste materials** and contacting manufacturers of **cans** and **cardboard cartons** with a view to establishing partnership in Union. Early May via New York for 2-3 weeks. c/o George C. Levin, 745 Fifth Ave., New York, N.Y. Itinerary: New York.

Norman H. Gottschalk and Frank Travis, representing African Underwear Manufacturers Ltd. and C. S. Lacey Knitting Mills Ltd., 32 Barnet St., Gardens, Cape Town, interested in purchasing **machinery for: trimmings, accessories** in manufacture of women's outerwear and all types of women's, men's, children's underwear; yarn and fiber knitting, dyeing and finishing; dyes and chemicals; observing U.S. specialized methods. May 7 via New York for 14 days. c/o Prudential Shippers Corp., 855 Avenue of the Americas, New York, N.Y. Itinerary: New York; Laconia, Manchester, N.H.; Wilmington, Del.; Washington; Los Angeles.

Andrew Dietrich, Engineer-Branch Manager, Reunert & Lenz Ltd., 16 Crawford St., Port Elizabeth, interested in **mechanical** and **electrical engineering supplies;** also requesting technical information on gauging for automobile industry. Here for 2 months. c/o Sheffield Corp., Dayton, Ohio. Itinerary: New York, Dayton, Detroit.

Edgar L. Stern, representing Edgar L. Stern (Pty.) Ltd., P.O. Box 129, Saxonwold, Tvl., interested in **machine tools** and **engineering equipment for metal working;** also requesting technical information on above. Here for 4 weeks. c/o Pines Engineering Co., Inc., 601 Walnut St., Aurora, Ill. Itinerary: New York; Detroit; Cleveland; Toledo; Chicago, Aurora, Ill.; Youngstown, Ohio; Pittsburgh; Lima, Ohio; Lake City, Minn.

SPAIN—Pedro Baret Sabater, Vice President, Ingenieria del Frio y del Calor, S.A. (INFRICASA) and Financiera de Comercio e Industrias Interior y Exterior, S.A. (FICIESA), Paseo de Gracia 45, 4°, 1ª, Barcelona, interested in planning for work in all aspects of the **refrigeration program** of Spain including importing, manufacturing and transportation; also **promoting investments** in the fields of commerce, industry and real estate. Here for one week. c/o Mr. Edward Rock, P.O. Box 17311, Charlotte, N.C. Itinerary: New York, Washington, Chicago, Los Angeles, Miami.

SWEDEN—Torsten Bjurman, representing Bjurman & Co. AB, Sodergatan 19, Malmo C, interested in representing U.S. firms in Sweden for **heavy chemicals** and **chemicals for food industry.** May 6 via Los Angeles for 3 weeks. c/o Department of Commerce Field Offices in Los Angeles and New York. Itinerary: Los Angeles, New York.

YUGOSLAVIA—Milivoj Cucek, technical counselor, METALKA, 24 Titova Ulica, Ljubljana, interested in importing U.S. **equipment for production of silicon diodes** and **resistors with fixed composition;** also requesting technical information on above. May 5 via New York to May 30. c/o Mr. Emilijan Cucek, 556 N. Chester St., Baltimore, Maryland. Itinerary: New York, Baltimore, Washington.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

AUSTRALIA—(1£A = US$2.24). Tenders will be called in about 12 months for construction of Chowilla **Dam** on Murray River, expectant cost £A-14 to 18 million.

Dam will provide largest water storage in Australia—4.7 million acre feet of water retained in lake 100 miles long. Consultants from U.S. Corps of Engineers and Soil Mechanics Ltd. of London have agreed that construction is feasible on design planned.

The constructing authority, South Australian Engineering & Water Supply Dept. expects to let one main contract covering 4 major phases of undertaking: Foundation treatment; embankment 45-50' high of earth and rock fill; concrete spillway with 17 gates; 45' lift-lock of concrete construction and steel gates. Project will be advertised overseas allowing 4 months before closing of tenders. Bids from U.S. construction companies will be welcomed.

Construction is expected to take three years. Contact: Mr. G.R. Battye, Supervising Design Engineer, South Australian Engineering & Water Supply Dept., Adelaide, South Australia.

COLOMBIA—(10 pesos = US $1.11). Construction of an **inter-ocean, sea level canal** being considered, according to the Minister of Public Works, Tomas Castrillon. Selected 150km route begins at mouth of Atrato River on Gulf of Uraba, proceeds south to confluence with Truando River, west-southwestward towards low Andean mountain range paralleling Pacific Coast and exits in Humboldt Bay.

The Minister stated that a number of small, simultaneous, nuclear explosions could be used to breach range for distance of 26km, leaving canal 200 meters wide and 320 meters down from highest point of bordering mountain. Second method of opening mountain range to inter-ocean travel consists of constructing tunnel 18km long, which would require, according to the Minister, moving about 170 million cubic meters of rock with chemical explosives. Contact: The Hon. Tomas Castrillon, Minister of Public Works, Ministry of Public Works, Bogota.

FINLAND—(10 Markkas = US$3.12). Present installations at Helsinki City Gas Works used to produce gas from coal will have to be replaced by more modern **machinery** and **equipment to convert gas from light gasoline distillates.**

U.S. manufacturers or suppliers may obtain detailed information from Mr. Olavi Kiuru, Managing Director, Helsingin Kaupungin Kaasulaitos, Tuotanto-osasto, Helsinki.

GHANA—(1 pound = US$2.80). The Minister of Communications & Works, on behalf of Ghana Government, signed contract with West German consortium (reported to be A. H. Bau, Held & Francke Bau) for construction of **highway bridge** over Volta River at Tefle. Construction, to take about 30 months, will be financed by long term, low interest loan from West German Government.

INDIA—(10 rupees = US$2.10). Tender notices for Indian Iron & Steel Co. Ltd. (IISCO) **expansion project** will reportedly be issued soon.

Bids are to be invited for 1st part of IISCO's plan to increase ingot steel capacity from 1 to 2 million tons annually. Initial expansion, essentially a balancing program of 300,000 annual tons, will require installation of 2 **reheating furnaces,** estimated cost 6.6 million rupees; continuous **casting plant,** capacity about 300,000 tons of steel blooms per year, 40-ton **electric arc furnace.** Consideration is being given to installation of **oil injection equipment** in established blast furnaces and **oxygen blow apparatus** in present open hearth furnaces. Bids may be invited separately on these 2 projects.

Estimated cost for initial program is 151 million rupees with foreign exchange component of 80 million rupees. Reportedly, World Bank may finance the foreign exchange component.

Tenders for machinery and equipment will be issued by company's consulting engineer, International Construction Co. Ltd., 56 Kingsway, London W.C.2, England.

IRAQ—(1 ID = US$2.80). Specifications for stage 2 of East Baghdad **sewerage system** are expected from consulting engineers in about 2 months; contract reportedly is to be let out to tender in second half of 1964. The project, estimated to cost about ID 2 million, will be financed by the Economic Planning Board.

Stage 1, which is completed, comprised construction of a trunk sewer and subsidiary sewers and area pumping stations for East Baghdad area to the military camp south of the city. Stage 2 will entail construction of a **trunk sewer** and **subsidiary sewers** and **area pumping stations** for other districts of East Baghdad. The Sewerage Board, Ministry of Municipal & Village Affairs is responsible for execution of the project, how-

ever, U.S. firms desiring further information should write to John Taylor & Sons, Chartered Civil Engineers, Artillery House, Artillery Row, London, S.W.1, England.

The consulting engineers are also preparing specifications for stage 3 East & West Bank projects. Tenders are not expected for quite some time however. In addition, several other sewage and sewage treatment plants are to be constructed in the future. Interested engineers and other U.S. firms should write to Director General of Planning & Design, Brigadier Ismail Al-Fayyadh, Baghdad.

JORDAN—(1 dinar = US$2.80). Western-Knapp, the U.S. engineering consulting firm retained by Arab Potash Co., has completed design specifications for **civil engineering works** (pans, dikes, canals) for potash extraction plant at Southern end of Dead Sea. Design for factory had been completed earlier and Arab Potash Co. is now ready to submit requests for bids to firms interested in undertaking construction of factory and civil engineering works. Contact: Arab Potash Co., Amman.

The Hussein Sports Stadium Committee has awarded a contract to 2 local contracting firms, Shaheen & Public Contractors, for construction of Hussein Memorial **Sports Stadium** and **related works,** estimated to cost JD 1,014,000. Contact: Hussein Sports Stadium Committee, Amman.

NIGER—(100 CFA = US$.41) According to EEC Commission bidding on $12 million **Niamey-Zinder Road project** will not be opened to third countries. (INTERNATIONAL COMMERCE, 3/6, p. 41.)

PAKISTAN—(100 rupees = US $21). A Supplemental Agreement augments the Indus Basin Development Fund with $315,000,000 which will be applied towards cost of works to be constructed by Pakistan in Indus Basin.

First charge on the Fund will be cost of constructing **Dam** on Jhelum River, **Link Canals, Barrages,** specified in 1960 Agreement.

Fund will also finance cost of 2-yr. **study** to be organized and administered by the World Bank, **of water** and **power resources** of West Pakistan, which would provide Government of Pakistan with basis for development planning in water and power sectors of economy within context of successive Five Year Plans. President of the World Bank has appointed Dr. Pieter Lieftinck, Executive Director of the Bank and former Finance Minister of the Netherlands, to head study.

Balance of funds may be used towards foreign exchange costs of Tarbela Project (feasibility to be based on report) or other development projects in water and power sector in West Pakistan. Contact: International Bank for Reconstruction & Development, 1818 H Street NW., Washington, D.C. 20433.

TURKEY—(100 lire = US$11.11) Etibank has decided to request new tenders on construction of **flotation concentrator** and **smelter** to treat low-grade (2% cu) Ergani ores. Foreign exchange costs are estimated to be $8 million. Contact: ETIBANK, Ankara.

URUGUAY—(100 pesos = US$13.51). Calls for international bidding on multi-million dollar construction of **national highway Routes 5** and **26** will be issued in about 4 to 6 months. Interested construction firms, not registered with Registro General de Empresas Constructoras de Obras Publicas (General Register of Public Works Contractors) Ministerio de Obras Publicas, Ave. 18 de Julio 1112, Montevideo, should do so as soon as possible. Firms must be associated with locally established firm.

U.S. firms are now doing engineering studies on these highways. Report by AMCO engineers on Route 5 is expected in early May; Harza Engineering Co. report on Route 26 at a later date.

Routes 5 and 26 are being financed by World Bank and IDB, respectively. Route 5 agreement involves financing of $18.5 million; Route 26 calls for $4.1 million financial assistance. Large export sales of road-building and other machinery may be expected.

A brief report prepared by the U.S. Embassy, Montevideo, contains registration procedures as well as additional information on above-mentioned projects and is available on loan to U.S. firms.★

VENEZUELA—(100 bolivars = US$28.85). Ministry of Mines & Hydrocarbons is studying project of Orinoco Mining Co. to build an **iron ore reduction plant** in Guayana area. Plans calls for construction of plant costing about $35 to $40 million.

In conjunction with Orinoco Mining Co. project, Venezuelan Government plans to construct **pipeline** to transport natural gas from oilfields in Eastern Venezuela to Guayana area. Contact: Ministry of Mines & Hydrocarbons, Caracas.

Frozen food industry vaults ahead in Germany

Germans consumed 165,000 tons of frozen food (excluding poultry) in 1963, with per capita consumption (excluding ice cream) growing from 0.3 pounds in 1956 to almost 6 pounds by 1963. The German Frozen Food Institute estimates that, in the next 4 years, sales will double or triple.

Besides the standard frozen foods (vegetables, fruit, fish and meat), growing importance is being attached to more specialized items (French-fried potatoes, flaky pie crust, vegetables for soup, and curds). Of the frozen food produced, which is stored in 700 commercial food lockers, over 80% is sold by the 100,000 food distributors. While few rural households have their own freezers, community freezers are now being set up.

Netherlands raises price of gasoline

On April 1, car gasoline prices in the Netherlands rose by $0.049 per gallon for 97 octane and $0.048 per gallon for 87 octane. The increase was due mainly to a higher special import duty of $0.039 and a purchase tax of $0.002, with the balance reflecting higher supply and distribution costs for petroleum companies and retailers.

As a result of the increase, retail prices for 97 and 87 octane gasoline are now $0.57 and $0.54 per gallon, respectively.

International Trade Winds

DATA PROCESSING—A $500,000 Honeywell 400 system has been installed at London headquarters of Abbey National, Britain's second-largest building society. The system will maintain and update records of 850,000 investor accounts, calculate semi-annual interest, and prepare detailed statements for shareholders and depositors. Later, it will also be used for recording mortgage transactions and preparing annual statements.

AVIATION SALES CORP.—A Netherlands office—sixth branch of the Kew Gardens, N.Y., corporation—has been opened in The Hague, representing also Helicopter Sales, Inc., and Hyfore Corp., ASC sister organizations. This office makes thousands of products available to Dutch aviation industry and military forces, plus items made by Hartman Electrical Manufacturing Co., Fluid Power, Inc., Puritan Equipment, Inc., Luminator, Inc., Tansey Aircraft Pulley Co., Kaman Aircraft Corp., Plastal Manufacturing, Ltd., and Trodyne Corp.

FOREIGN TRADE BANK—Joint venture of Bank of America and Turkish counterpart, Turkiye Is Bankasi, has been launched. New bank, in Istanbul, is scheduled to open its doors in May. Known as the American-Turkish Foreign Trade Bank (Amerikan-Turk Dis Ticaret Bankasi, A.S.), it will have authorized capital of $1,111,111 (10 million Turkish liras). Venture represents the first participation by an American bank in Turkey.

LINEAR ACCELERATOR—Varian Associates, Palo Alto, Calif., is under contract with Italy's National Research Council to construct a $2.5 million accelerator for the Italian Atomic Energy Commission's National Frascati Laboratories, Rome. The accelerator is to have a power capacity of about 400 million electron volts. A closed storage ring and related equipment are being designed by Frascati personnel.

WAX—Johnson's Wax has announced formation of associate companies in Norway, Austria, Spain, and Ghana. The company established its first international affiliate in England in 1914. Today, it has 24 associate companies and 14 licensed manufacturing distributors throughout the world.

New Books and Reports

***Factoring: New Help in Foreign Markets.* H. Felix Pereira. (Article.) *Credit and Financial Management*, 44 E. 23d St., New York, N.Y. 10010. Dec. 1963, pp. 12-17. 50¢ per single issue.**

Describes one bank's introduction of a worldwide non-recourse financing program. Explains advantages of new program designed to service and finance, if required, U.S. exporters selling to customers overseas on short-term, repeat sale and primarily open account basis.

***A Banker's Guide to Financing Exports.* 1963. The American Bankers Assn., 12 E. 36th St., New York, N.Y. 10016. 63pp. $1.**

Booklet describing the basic procedures generally followed by exporters and financial institutions engaged in international trade. Lists sources of information on export services and explains the various financial instruments, shipping documents and credit proceedings required in foreign trade financing. *Selected Bibliography, Revised American Foreign Trade Definitions—1941 and Uniform Customs and Practice for Commercial Documentary Credits* are contained in the appendixes.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Basic Data on the Economy of the Philippines. OBR 64-7. 20pp. Describes the structure of the economy, development planning, the various industries, basic economic facilities, foreign trade (particularly with the U.S.), finance, U.S. investment, foreign assistance programs, and Philippine weights and measures.

Establishing a Business in Hong Kong. OBR 64-9. 17pp. Summarizes the general investment climate, treatment of foreign capital, trade factors, allowable forms of business organization, business taxes, land and rents, laws and regulations affecting employment.

Basic Data on the Economy of France. OBR 64-10. 22pp. Contains the same basic types of information as OBR 64-7, above.

U.S. Foreign Trade: January-November 1963. OBR 64-22. 12pp. Ten tables illustrate the U.S. trade performance for the 1st 11 months of 1963.

Foreign Trade Regulations of Mexico. OBR 64-27. 8pp. Outlines Mexico's trade policies, import tariff system, documentation and fees, labeling requirements, special customs provisions, nontariff import trade controls, export controls, and U.S. controls affecting trade with Mexico.

Gratis

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Supervision of Private Insurance in Europe.* 1963. Organization for Economic Cooperation and Development. McGraw-Hill Book Co., Inc., OECD Unit, TMIS Annex, 351 W. 41st St., New York, N.Y. 10036. 227pp. $9.**

General report on systems of insurance supervision in Europe. Discusses supervision of the concern; contracts of insurance; duties, taxes and other compulsory contributions; and organization of supervision and professional organization. Annexes provide a methodical analysis of risks which can be insured, comparison of different classes of insurance in European member countries recognized by supervisory authorities, and summary tables of important information on member countries.

***Costa Rica: Where You'll Find Friends and Opportunity.* Sept., 1963. *Industrial Development*, Conway Research, Inc., 2592 Apple Valley Rd., Atlanta 19, Ga. 31pp. Reprint free.**

A descriptive profile of Costa Rica, its people and economy. Market opportunities, private U.S. investment, U.S. firms, incentives for industrial investment. Illustrated.

***Made in Europe Buyers' Guide: 1964.* H. E. Reisner Publications, Frankfurt, Germany. 342pp. $3.**

The 10th edition of the guide includes an alphabetical listing of selected companies and several thousand products available for import; a list of European trade fairs for the coming year, with tabulations of fair managements, descriptive summaries and basic facts about trade and travel in every European country; and a list of classified products from European manufacturers seeking regional distributors.

Order from H. E. Reisner Publications, 21-29 Unterlindau, Frankfurt 1, Germany.

***An Economic Geography of Oil.* By Peter R. Odell. Published by Frederick A. Praeger, New York. January, 1964. 219pp. $7.50.**

Dr. Odell first analyzes the pattern of the world oil supply, showing the important changes that have taken place in the postwar period, and their causes. He then examines the demand for oil compared to other energy sources, the oil industry itself, and the impact of the oil industry on economic development.

Copies can be ordered from Frederick A. Praeger, Publisher, 64 University Place, New York, N.Y. 10003.

***Yearbook 1964.* Published by Macnens Inc. for the American Chamber of Commerce in Germany. New York, 1964. 42pp. $2.50.**

Lists leading companies and individuals in U.S.-German trade; useful American addresses in Germany; and a review of executive problems in U.S.-German trade. Copies can be ordered from Macnens Inc., 60 Wall Street, New York, N.Y. 10005, or from the American Chamber of Commerce in Germany, 4 Fasanenstrasse, Berlin-Charlottenburg.

***U.S. Excise Tax Guide: 1964.* Prepared and Published by the Commerce Clearing House. Chicago, 1964. 448pp. $5.**

Specific taxes covered include: import taxes, manufacturers' excise taxes, stamp taxes, truck and bus highway use taxes, and regulatory taxes. Returns, payment, refunds and penalties are also listed. A 20-page checklist covers taxable and nontaxable items.

Copies can be ordered from Commerce Clearing House, Inc., 4025 West Peterson Avenue, Chicago 46, Illinois.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—701962/43

Calendar *for international traders*

May

4—Monthly meeting, Houston World Trade Assn., **Houston, Texas.**

4—American Ceramic Society, Northern Ohio Chapter, monthly dinner meeting, **Cleveland, Ohio.** Speaker: Harold Lamar, Office of Foreign and Commercial Policy, BIC.

4—International Trade Conference in conjunction with Wichita Falls Manufacturers' Opportunity Week, 11:00 a.m. **Wichita Falls, Texas.** Sponsors: Chamber of Commerce, Department of Commerce, REEC.

4—Foreign Trade Council of Worcester Area Chamber of Commerce dinner, **Worcester, Mass.** Speaker: Eugene A. Birnbaum, Office of Foreign and Commercial Policy, BIC.

4—Cleveland Society of Association Executives luncheon, **Cleveland, Ohio. Speaker:** Walter J. Rielley, Association Liaison Officer, BDSA.

4—International Food Seminar, McCormack Bldg., **Baltimore, Md.** Sponsor: Maryland Export Expansion Council. Speaker: Governor J. Millard Tawes.

5—Export Workshop, **Atlanta, Ga.** (First of 4 weekly sessions.) Sponsors: World Trade Council, Atl. Chamber of Commerce, Int'l. Trade Assn. of Atlanta, REEC.

5—Monthly meeting, World Trade Committee, Dallas Chamber of Commerce, Dallas Athletic Club, **Dallas, Texas.** Speaker Thomas F. Donovan, Special Representative, The World Trade Center, Port of New York Authority.

5—"Mobile Profits in Exports" conferences, **New Brunswick, N.J.,** and **Elizabeth, N.J.** Sponsors: New Brunswick Chamber of Commerce, Chamber of Commerce of Eastern Union County, New York Field Office, Department of Commerce, REEC.

6—Export expansion seminar, **Blue Island, Ill.** Sponsors: Blue Island Chamber of Commerce, Department of Commerce.

7-8—Western International Trade Group Meeting, **Seattle, Wash.** Speaker: Eugene M. Braderman, Director, BIC.

8—Export Expansion Seminar, Chamber of Commerce, **Long Beach, Calif.** sponsors: Long Beach Chamber of Commerce, Los Angeles Field Office.

9—National Management Association of Southern California, annual conference, Ambassador Hotel, **Los Angeles, Calif.,** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

11—Detroit Economic Club luncheon, **Detroit, Mich.** Speaker: Luther H. Hodges, Secretary of Commerce.

11-14—19th Mississippi Valley World Trade Conference, Roosevelt Hotel, **New Orleans, La.** Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce. Sponsors: Louisiana-Mississippi Regional Export Expansion Council; New Orleans Field Office, Department of Commerce.

12—Export Expansion Conference, **Tacoma, Wash.** Sponsors: Chamber of Commerce, Washington REEC, Department of Commerce Field Office at Seattle. Speaker; Daniel L. Goldy, National Export Expansion Coordinator.

12—Exporters Roundtable, North American Aviation, **El Segundo, Calif.** Sponsors: Los Angeles Field Office, REEC.

12—Automotive Export Club of Chicago, Builders Bldg., **Chicago, Ill.**

12—Monthly luncheon meeting, International Executives Assn., Hotel Statler Hilton, **New York, N.Y.** Speaker: K.N. Wahal, Consul (Commercial) of India.

12—Opening session, week-long observance of World Trade Week, Chip and Plank Room, **St. Louis, Mo.** Sponsors: Federal Business Association of Greater St. Louis, REEC. Speaker: NEEC Representative, M.R. Chambers of International Shoe Co.

12—"Show You" in office workshop for new exporters. Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce. Field Office, **St. Louis, Mo.**

13—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri; World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Robert Patterson, Business Services Division, Export-Import Bank of Washington.

13—Public Relations Society of America, monthly luncheon, **New York, N.Y.** Speaker: Dean Smith, Director, Office of Publications and Information, DIB.

13—Minnesota World Trade Association, monthly dinner meeting, Pick-Nicollet Hotel, **Minneapolis, Minn.** Speaker: Neil C. Hurley, Jr., Chairman, National Export Expansion Council.

14—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

14—Export Expansion Workshop, Arizona State University, **Tempe, Ariz.** Sponsors: Arizona REEC, Arizona State University, Department of Commerce Field Office at Phoenix. Speaker: Robert F. Dwyer, Sr., National Export Expansion Council.

14—In-office Export Expansion Meeting Field Office, **Chicago, Ill.** Sponsors: Department of Commerce, REEC.

16—One-Day Export Expansion Conference, Science Hall Auditorium, Orange State College, **Fullerton, Calif.** Sponsors: Orange County Associated Chambers of Commerce, Los Angeles Field Office, REEC.

18—American Management Association Conference on Industrial Development of Greece, Astor Hotel, **New York, N.Y.**

18-23—5th International ISA Pulp & Paper Instrumentation Symposium. Bayshore Inn, **Vancouver, B.C., Canada.** Sponsor: Instrument Society of America.

19—Maine World Trade Conference, **Portland, Me.** Sponsors: Maine Port Authority, Chambers of Commerce, Department of Commerce.

19—Memphis World Trade Club, monthly meeting, **Memphis, Tenn.**

20—Foreign trade credit group, Chicago-Midwest Credit Service Corp., Morrison Hotel, **Chicago, Ill.**

20—2nd Annual Export Executive Work Conference, University of Missouri, **Kansas City, Mo.** Sponsors: University of Missouri, World Trade Club, Kansas City Chamber of Commerce, REEC, Department of Commerce Field Office at Kansas City. Speaker: Paul E. Pauly, Deputy Director, Office of International Trade Promotion, BIC.

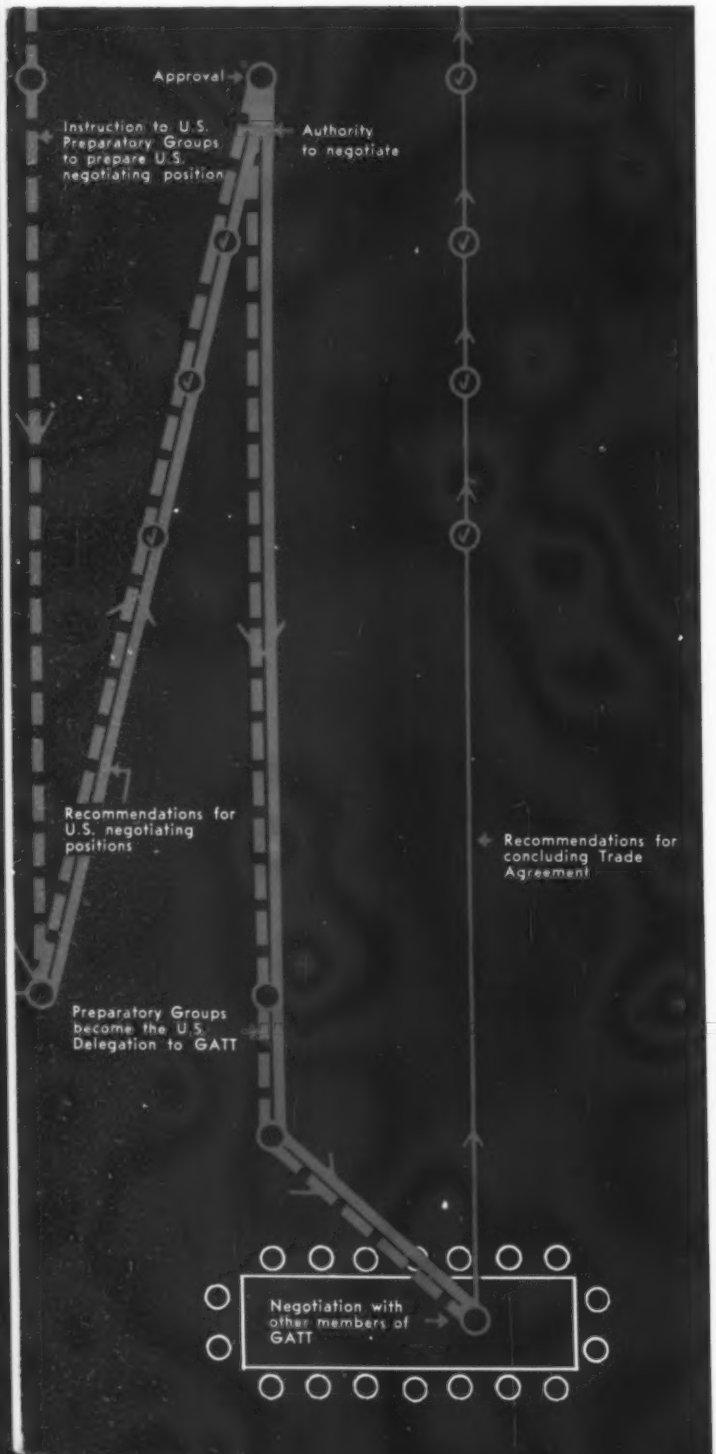
UNITED STAT
GOVERNMENT PRINTIN
DIVISION OF PUBLIC D
WASHINGTON, D.C.

OFFICIAL BUSIN---

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail

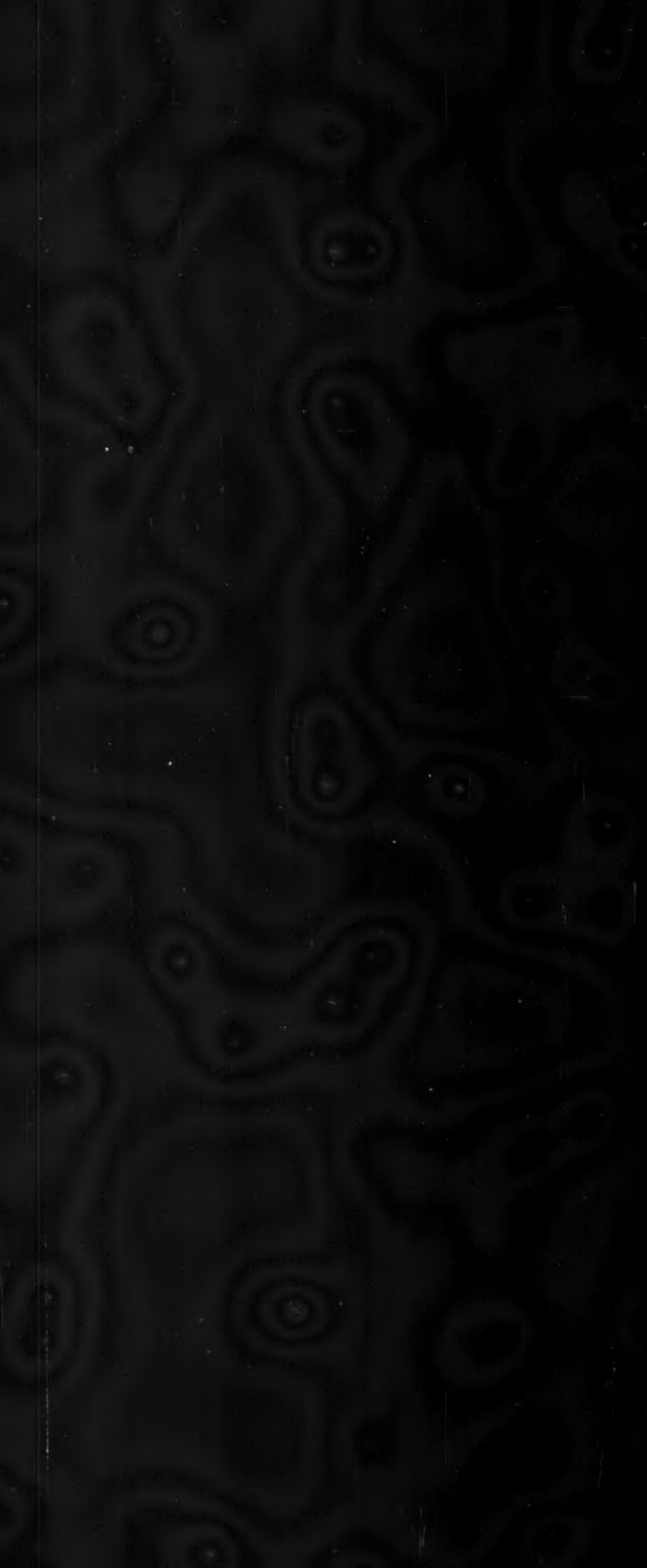

Approval
Instruction to U.S. Preparatory Groups to prepare U.S. negotiating position
Authority to negotiate
Recommendations for U.S. negotiating positions
Recommendations for concluding Trade Agreement
Preparatory Groups become the U.S. Delegation to GATT
Negotiation with other members of GATT

THE KENNEDY ROUND

How we got there and why

The Kennedy Round of GATT negotiations in Geneva brings together delegations from many nations to attempt to solve a broad range of problems concerning most of the free world's trade.

See page 2 of this issue of INTERNATIONAL COMMERCE for more details on the questions before the Sixth GATT Negotiation Session.

Watch future issues of INTERNATIONAL COMMERCE to keep abreast of these historic efforts to expand world trade.

And for a concise history and explanation of GATT, read the new Department of Commerce booklet GATT — General Agreement on Tariffs and Trade. Available at all Commerce Field Offices and at the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. 25¢ a copy.